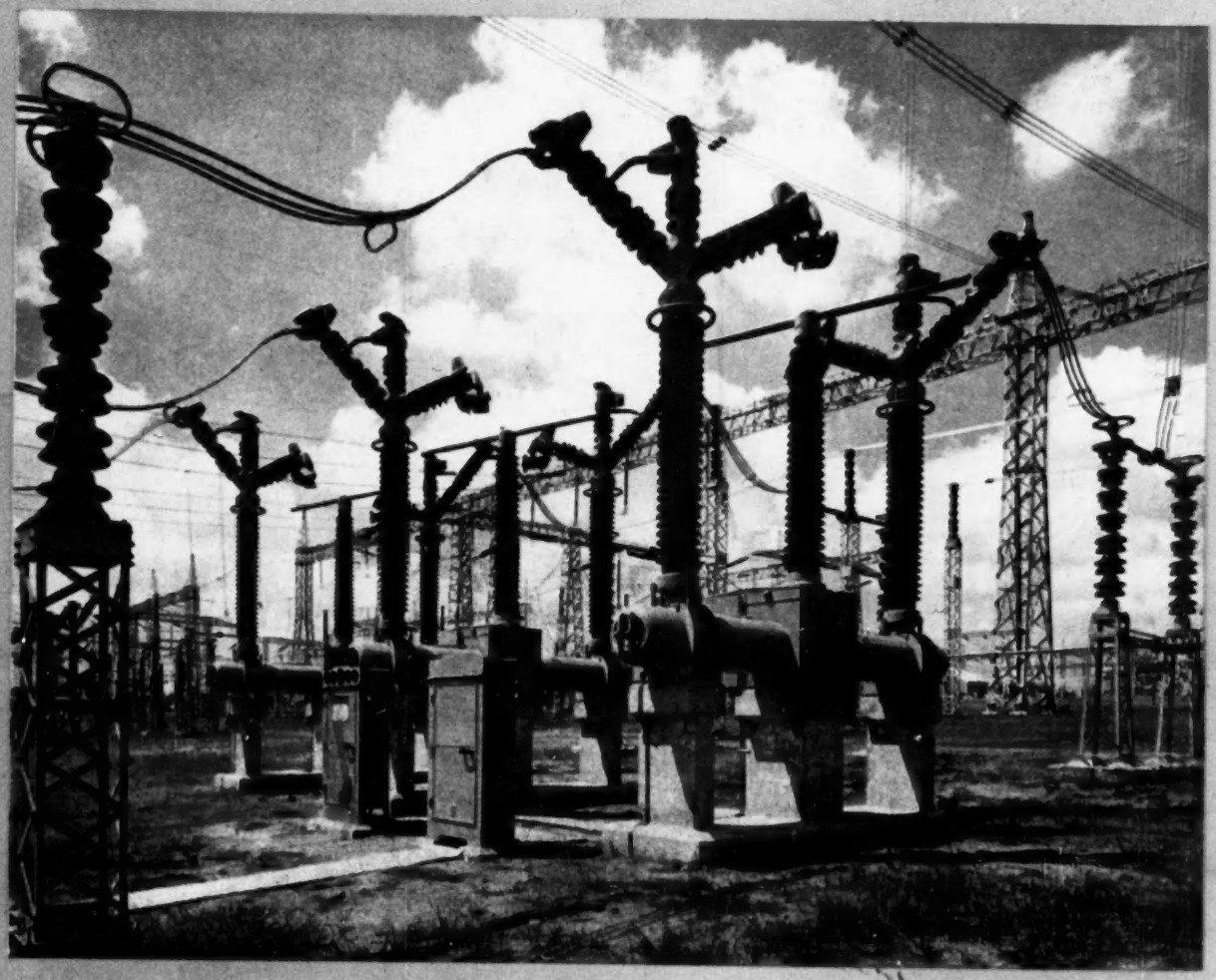
Board of Trade Journal

Volume 185, No. 3482 Published by Her Majesty's Stationery Office 13 December 1963



1s. 3d. net

"I need a bank with branches in London, Basle, New York & Athens"

"You need American Express"

You need world wide banking organisation and experience—and that's what American Express has to offer. An international bank with 50 banking branches in major commercial and financial centres throughout the world. American Express—the only complete international banking coverage for the global-minded, export-orientated organisation.

AMERICAN EXPRESS

25 ABCHURCH LANE E.C.4 MINCING LANE 2741

Board of Trade Journal

VOLUME 185, NO. 3482, PAGES 1281-1348

13 DECEMBER 1963

PRICE 1s. 3d. NET, SUBSCRIPTION INCLUDING INLAND POSTAGE, £3 18s. 0d.

Libya presents a unique trading opportunity 1283
Two firms announce expansion in Scotland 1286
New machine tool factory for NE 1286
Mr. Heath reviews EFTA trade 1287
NEDC discuss economic development 1288
European fisheries conference communique 1288
Import duty exemption application on used sacks and bags . 1288
Applications for anti-dumping duties on canned fruit salad and canned hams and shoulders 1288
Thai Trade Mission Trade Centre in London . . . 1289
Dealers in securities 1289
Export List, 1964, Eurotrust Ltd. 1289
Protecting the consumer 1290
Modern Government-owned factories for rental . . . 1292
The economy : selected indicators. 1297
Industry's capital expenditure in third quarter of 1963 . . 1298
Fall in industry's stocks in third quarter of 1963 . . . 1301
United Kingdom Overseas Trade 1303
Shipping Movement at United Kingdom Ports . . . 1306
Output in the wool textile industry 1309
Gold currency reserves in November 1309
Production in the cotton industry 1310
Sales by wholesale textile houses in October 1310
Orders in the textile and clothing industries 1310
Private pension funds in third quarter of 1963 . . . 1311
Wholesale Price Indices 1312
Turnover in the catering trades in October 1315
Questions asked and answered in Parliament 1316
Government surplus sales by auction 1317
Patent Office publications 1318

Exhibitions and Fairs

British wool fabrics at Interstoff, Frankfurt 1319
Changes in trade fairs and exhibitions announcements . . 1320
British displays at Nuremberg Toy Fair 1320
Opportunity for British goods at Vienna Fair . . . 1320
International poultry show 1320
Samples display in Copenhagen 1323
500,000 visitors to British pavilion at Lima trade fair . . 1323
European trade fairs and exhibitions 1324

Overseas Trade and Exports

Simpler exchange control procedure 1328

Trade and Financial Arrangements

Mexico and Italy. France and Czechoslovakia. Tanganyika and Czechoslovakia. USSR trade marks legislation. Insured air parcel service to British Honduras suspended. £1,500,000 Loan to Chile. African and Malagasy Industrial Property Office set up under Libreville Agreement. Industrial Property Convention . 1331
Information for United Kingdom exporters 1332

Tariff, Customs and Import Regulations in overseas countries (countries in alphabetical order)

Argentina: 'Aforos' for Imports 1345
Australia: Revision of customs by-laws. 1343
Australia: Tariff board inquiry 1344
Barbados: Exemptions from import duty 1346
Bolivia: Import licences (yarns) 1346
Burma: Import licence announcement 1341
Cambodia: Impending nationalization of import-export business and banks 1341
Ceylon: Import trade control. Trade marks Bill . . . 1341
Ecuador: Import control lifted on some vehicles . . . 1346
EEC: Remission of duty and processing levy 1336
Tariffs in the EEC 1337
France: Duty quota for grapes 1337
Modifications to French customs tariff 1338
Israel: Liberalization of imports 1338
Malaysia (Singapore): Development estimates 1342
The Netherlands: Import duty tariff quotas 1338
New Zealand: Import Licensing Schedule 1963/64 . . . 1344
Northern Rhodesia: Customs clearance of goods . . . 1338
Paraguay: Relaxation of restrictions on imports . . . 1346
Seychelles: Customs tariff amendments 1342
Sierra Leone: Amendments to customs tariff 1339
South Africa, Republic of: Customs tariff application. Customs tariff changes 1339
Spain: Restrictive Practices Act 1338
Turkey: Global import quotas and liberalization lists . . 1338
United States: Increases in import duties 1346
Index to statistics 1348

Front cover photograph

A 330kV air-blast circuit-breaker made by A. Reyrolle & Co. Ltd., Hebburn Co., Durham, installed in the Sydney North Substation of the Electricity Commission of New South Wales. The firm have been supplying switchgear to the Australian market since 1909 when it installed in the then Adelaide Tramways Trust power station the first metalclad switchgear to the Antipodes. Since that time equipment has been supplied to most of the major power stations and major distribution systems in Australia. Recently Reyrolle in conjunction with an old established Melbourne company have built a factory in Melbourne to exploit Reyrolle designs in Australia. Units made in this factory are already in service.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 3d. (Annual Subscription £3 18s. 0d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1963

Extracts may be published if the source is duly acknowledged, except that permission of the authors must be obtained to reproduce signed articles.

Subscriptions and Sales Inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2192.) Address for telegrams and cables "Boneblack, London."

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Governments.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of Articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

SOCIETE CENTRALE DE BANQUE

Formerly CRÉDIT FONCIER D'ALGÉRIE ET DE TUNISIE

Registered Office:

5, BOULEVARD DE LA MADELEINE, PARIS (1er)

Head Office:

43 RUE CAMBON, PARIS (1er)

Telegraphic Addresses:

FRANCE, LEBANON, LYBIA, "SOCEBAN" LONDON, GIBRALTAR "SOCENSTER"

---

11 Branches in FRANCE

10 Branches in GIBRALTAR, LEBANON and

LIBYA

TRIPOLI: 18 Giaddat Omar el Muktar

Subsidiaries and Affiliated Banks:

in FRANCE, SWITZERLAND, PRINCIPALITY OF MONACO, ALGERIA, TUNISIA, MOROCCO and TURKEY

London Office:

62, BISHOPSGATE, E.C.2

Telephone: London Wall 3294 (5 lines)

Telegraphic Address:

Inland: "SOCENSTER, LONDON TELEX" Foreign: "SOCENSTER, LONDON E.C.2"

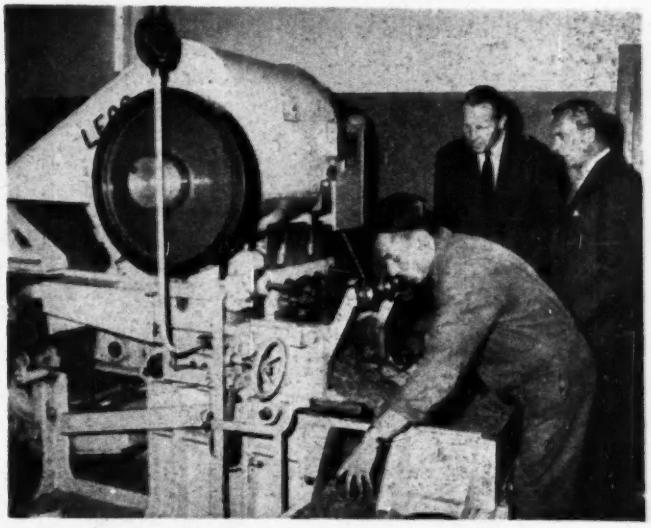
TELEX No. 28470

ALL DOMESTIC AND FOREIGN BANKING TRANSACTIONS

Libya presents a unique trading opportunity

BY D. R. COLLARD, FIRST SECRETARY (COMMERCIAL), BRITISH EMBASSY IN LIBYA, TRIPOLI

When Mr. Frederick Erroll, at that time President of the Board of Trade, arrived back in London on April 26 after official visits to five Middle Eastern countries he said, 'Libya is pursuing a liberal trade policy and is becoming an increasingly important market due to the growing oil revenues. I do not think British manufacturers fully realise the scope of the Libyan market'. It is the purpose of this article to try to interest British exporters in this rapidly expanding and relatively close market and to impress upon them that Libya has (i) A liberal trade policy and welcomes business visitors, (ii) Adequate foreign exchange reserves and an excellent payments record, and (iii) An undoubted future based on oil wealth.



Mr. Frederick Erroll (left), then President of the Board of Trade, now Minister of Power, watching British machinery at work in the Tripoli factory of the Libyan State Tobacco Monopoly during his visit to Libya in April, 1963.

IN 1956, when exploration for oil had just begun, Libya's total imports from all sources amounted in value to only approximately £16 million. By the end of 1962, after little more than a year of exporting oil in commercial quantities, imports were valued at over £73 million. Figures for the first half of 1963 show a still further increase and it is likely that imports by the end of the year will have reached an all-time record of not less than £85 million. It seems almost certain, therefore, that Libya's purchases from overseas by the end of 1964 will exceed £100 million in value. Beyond that date it is difficult to forecast with any degree of certainty what the pattern of trade may be, but the fact that Libya's exports of crude oil in the first half of 1963 were valued at almost £50 million and that such exports are increasing every month suggests that there are likely to be ample financial resources to allow of even greater imports in the future.

Libya's main suppliers

Of Libya's imports in 1962 of £73·4 million, the United Kingdom supplied goods to the value of £13·5 million, the United States £14·2 million, Italy £17·6 million and Western Germany £9·9 million. The principal supplier changes from year to year but is usually either the United Kingdom, Italy or the United States, much depending on the source of oil company purchases during the particular year. Britain is, however, always a large supplier and traditionally provides some 18 per cent of Libya's imports by value.

The sources of supply are, however, determined to a large extent by the fact that some twelve of the oil companies operating in Libya are American and tend to order much of their drilling and technical equipment in the United States as their field staffs are familiar with it. As oil company capital purchases diminish, however, and imports largely arise from Government spending and improved consumer purchases, the pattern of trade will change. Italy is a main supplier of the consumer market due partly to the fact that there are some 29,000 Italians living in Libya, mostly in and around Tripoli. Britain supplies both the capital and consumer markets, however.

A liberal trade policy

The Government of Libya follows a liberal trade policy. Suppliers from all over the world are welcome in the Libyan market and few restrictions are placed on imports. Almost all general merchandise is admitted on open general licence and licences are usually readily obtainable. The few items which are subject to special licence do not materially affect ordinary trade and such goods as are under quota (e.g. motor cars) are admitted in generous quantities.

Easy payment conditions and good foreign exchange reserves

Libya is a member of the sterling area and the Libyan pound is exchanged at par with the pound sterling. Import licences give an automatic right to the transfer of currency in settlement of trading transactions.

Libya's foreign exchange reserves are adequate and are increasing each year. Foreign exchange income is considerable. The oil companies working in Libya, for example, spent more than £70 million locally during 1962 and over £90 million in the first ten months of 1963. This is only one of the sources of Libya's foreign exchange income. There are others such as visitors, Government revenues from oil exports, interest on investments abroad and so on. Briefly, Libya is in the happy position of currently having a foreign exchange income in excess of her requirements for visible trade and this position should improve still further as oil exports increase.

Oil

There are now 22 international oil companies searching for oil in Libya, including a dozen American companies, as well as French, Italian, British, West German and Dutch. The net tested rate of production of oil at the end of September 1963 was more than 600,000 barrels per day (equivalent to an annual rate of 30 million tons). Actual exports, which are increasing month by month as the pipeline capacity and network is extended, reached 2 million tons in October. Actual exports during 1963 are, therefore, likely to total at least 18 to 20 million tons. Forecasts for 1964 can be little more than conjectural but are likely to be not less than 25 to 30 million tons and probably much more. Exports are at present through two oil terminals: one at Mersa Bregha in Cyrenaica and the other at Ras es Sidr in Tripolitania and other pipelines and terminals are also being planned. Britain is a major supplier of the oil industry for all its requirements.

During the current financial year, which commenced on April 1, 1963, the Libyan Government expects to realize at least £18 million as its share of oil profits. According to present legislation, the larger part of such revenues is paid into a Development Fund administered by the Ministry of Planning and Development.

Economic development

A Five-Year Economic Development Plan was approved by Parliament in August of this year (although it is effective from April 1 when some of the projects included in it were already being planned). The Plan envisages an expenditure of some £169 million over the five year period. It is to be financed from oil revenues and there can be

ARAB BANK
LIMITED

ESTABLISHED 1930

Paid-up Capital		J.D. 5,500,000
Reserves	on	J.D. 5,410,000
Deposits	30th Sept.	J.D. 77,191,095
Total Assets	1963	J.D. 110,662,154

1 J.D. (Jordan Dinar) = £1.

Head Office: Amman, Jordan

Branches in Libya, Tripoli, Benghazi

40 *Branches in:*
Aden, Bahrain, Gaza, Iraq, Jordan, Lebanon, Libya, Morocco, Nigeria, Qatar, Saudi Arabia, Sharjah, Sudan, Tunisia.

Affiliate

ARAB BANK (OVERSEAS) LIMITED

Zurich, Switzerland

A new branch of Arab Bank (Overseas) Limited will shortly be opened in Geneva.

The Arab Bank branches and affiliate issue Arab Bank travellers cheques in sterling and U.S. dollars, payable in all countries. For security and convenience buy Arab Bank travellers cheques.

A Libyan visitor to the British Pavilion at the Tripoli International Fair, 1963.

little doubt that adequate money will be available. A number of projects valued at several million pounds have already been put out to tender and British firms have displayed a keen interest in them. The Five-Year Plan proposes considerable expenditure on education, health, communications and agriculture as well as devoting considerable sums to improving and extending public administration to meet the new demands that are likely to be made on it. In fact, there are likely to be few fields of economic and social activity which are not affected by the Plan which is designed to transform Libya from a simple agrarian economy to a modern oil producing state.

Ports and communications

The two main ports of Libya are Tripoli and Benghazi, the former handling some two-thirds of the 530,000 tons of dry commercial cargo handled each year. Benghazi harbour is at present being reconstructed and work is expected to be finished by the end of 1964 when there will be improved facilities for cargo vessels of deep draught.

Tripoli port provides a quick turn-round and clearance of cargo and Benghazi is likely to be able to provide similar facilities when reconstruction work is completed. There are frequent services of cargo vessels from Britain to both ports and the exporter has few problems to face on this score. Air communications for the business visitor are excellent and many of the major European airlines have regular services to and from Tripoli and Benghazi. Internal air communications between the two main centres are good and there are sometimes two or three flights a day in each direction between the two cities.

The business visitor from Britain usually needs to visit only Tripoli and Benghazi and, in some cases, Beida the new administrative centre. The oil terminals at Mersa Bregha and Ras es Sidr may be reached from Benghazi or by arrangement with the oil companies operating them.

The Tripoli International Fair

Since 1962 an annual trade fair has been held in Tripoli under the auspices of the Ministry of National Economy of the Libyan Government. In 1963 23 nations participated as well as a number of private firms. The fair provides a useful shopwindow both for established British exporters and newcomers in which to display their wares. Some 250,000 visitors called at the British pavilion in the 1963 fair. In 1964 the fair is to have an increased number of national pavilions and Britain plans to be represented on a larger scale than before.

The Commercial Agencies Law limits the number of foreign commercial agencies which a Libyan firm may hold to ten. The proliferation of new businesses, however, provides opportunities to place agencies with young firms who are anxious to represent foreign houses. Established firms are also branching out and looking for good agencies. Generally speaking, therefore, enterprising British exporters can usually find a suitable firm to represent them provided they are patient

SUPERLATIVE

Safety fast! | 1800 c.c. ENGINE | Disc Brakes

Available with left or right hand drive.

12 Months' Warranty (12,000 miles proviso) and backed by B.M.C. Service—affording comprehensive service facilities throughout the world.

MG MGB

Sole Distributor in Libya for Morris, M.G., Wolseley & Riley cars, Morris Commercial Vehicles and Nuffield Tractors—

AUTOMOBILE TRADING CO. LTD.
Sciara Haiti, Tripoli
Tel: 31171 (4 lines)

and spend enough time in Libya to become properly acquainted with local conditions.

Experience has shown that correspondence with Libyan firms with a view to concluding agency agreements is often unproductive. The rapid expansion of the economy and the heavy demands for labour of all kinds which have been made on the small population (1·2 million in all) make it difficult for local firms to find adequate staff to deal with correspondence in a foreign language.

Often enough British firms who have failed to get a response to their letters find that the local firm to which they have been writing is, in fact, anxious to place an order with them when their representative actually calls. It is unlikely that you will be able to introduce yourself into the Libyan market by correspondence alone. A visit is necessary and it should be for several days not merely for one day or less and should include a call at Benghazi as well as Tripoli. (The two cities are 500 miles apart by air and may be regarded in many ways as quite separate markets.)

Agents who are hurriedly acquired often prove to be of limited usefulness. Benghazi can be reached direct from London or Rome or via Tripoli. The hotels in Tripoli and Benghazi are adequate and travel within these cities is easy: calls can, in fact, usually be made on foot. Language presents little difficulty as many Libyan businessmen now speak English and, even if they do not, they invariably have one of their staff to hand who can do so.

To introduce your products into the Libyan market it is advisable to write first of all to the Commercial Departments of the British Embassy at Tripoli or Benghazi (or both) and let them give you a preliminary idea of the scope of the market for your goods. After that, pay a visit and make the Commercial Departments your first ports of call. They can recommend you to suitable people in your line and are able, in any case, to save you a good deal of time by helping you to arrange your local programme of visits.

Libya has three distinct advantages as a market for the British exporter. It follows a liberal trade policy and encourages free enterprise with a minimum of Government interference; its foreign exchange resources are adequate and its overseas payments record is good; its income from oil is now beginning to come in but the next few years are likely to produce great wealth for the country's economic and social development. But to take advantage of this unique opportunity it is above all necessary TO PAY A VISIT.

THE BRITISH BANK of the MIDDLE EAST

(Incorporated by Royal Charter 1889)
A member of the Hongkong Bank Group

All banking services available at its branches in Libya:

Benghazi: Sciara al Nasr
(P.O. Box 283) (Telephone Nos. 2147 and 3259)

Tripoli: Giaddad Istiklal
(P.O. Box 374) (Telephone Nos. 45069, 45071 and 46063)

Telegraphic address of both branches: "BACTRIA"

Head Office in England:
7 KING WILLIAM STREET, LONDON, E.C.4.

Other Branches:
ADEN · INDIA · IRAQ · JORDON · LEBANON · MOROCCO · SAUDI ARABIA
TUNISIA · ABU DHABI · BAHRAIN · DUBAI · KUWAIT · MUSCAT
QATAR · SHARJAH

Associated Bank in Iran:
THE BANK OF IRAN AND THE MIDDLE EAST
TEHERAN AND KHORRAMSHAHR

Mr. Edward Heath to visit Yorkshire

CONTINUING his series of visits to the regions, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development was expected to visit Yorkshire on December 13 and 14. On December 13 he was due to meet the staff of the Board of Trade Regional Office in Leeds and the heads of other Government Departments concerned with Regional Development, to be followed by an informal discussion with the chairman and vice-chairmen of the local Regional Board for Industry. After being received by the Lord Mayor of Leeds, Mr. Heath was due to attend a meeting of the Planning Representatives and Town Clerks of Leeds, Bradford, Halifax, Huddersfield, Wakefield and Dewsbury.

Following an informal luncheon arranged by the Federation of British Industries, East and West Ridings Region, at the Stourton Works of Yorkshire Imperial Metals, Mr. Heath was then expected to meet representatives of the West Riding County Council, following which he was due to be the guest of honour at the annual dinner of the Bradford Textile Association, in Bradford.

On December 14 the Secretary of State is to leave Bradford for Hull, where he is due to attend a joint meeting with the Corporation, Chambers of Commerce, Members of Parliament and other representatives of other bodies concerned with the development of Hull. He is to be the guest of the Hull Corporation for luncheon.

Two firms announce expansion in Scotland

THE BOARD OF TRADE and the Industrial Estates Management Corporation for Scotland announce that J. and T. Boyd Ltd., a Glasgow firm producing textile machinery, are to occupy the advance factory of 50,000 sq. ft. at present under construction on the Queenslie Industrial Estate. Over 300 jobs, mainly for men, will be provided.

J. and T. Boyd Ltd., who have another production unit in the East End of Glasgow, which is to be retained, state they are constantly alert to the need for advanced and improved designs of their products. The expansion will enable them to meet a very heavy demand for their machinery both from the worsted and man-made fibre industries.

A further project has been secured by the Board of Trade for the Donibristle Industrial Estate. A stores building of 26,000 sq. ft. is to be used by Pinkerton, Gibson and Co. Ltd., for wholesale and distribution of pharmaceuticals, and it is expected that 100 new jobs will be provided. Apart from a small number of experienced key staff all employees will be recruited locally.

This is the fourth project for the Donibristle Industrial Project which was taken over by the Board of Trade comparatively recently. Potential employment from these projects is nearly 600.

New machine tool factory for NE

A £1 million project for the North-east has been announced by the machine tool group of Charles Churchill & Co. Ltd., Birmingham. A new factory, which will provide employment for 500 men when its full productive capacity is achieved, is to be built adjacent to the existing works of Churchill Gear Machines Ltd., at Blaydon-on-Tyne. Most of the men required will be skilled workers and the Group expects to recruit locally all of the labour that it requires. On completion in December 1964 the factory will provide immediate employment for 100 men.

Mr. Ralph Gabriel, the group's managing director, said: 'I am confident that a large proportion of the machines to be made in the factory will find a ready market overseas. The group already exports nearly 40 per cent of its total output, and I believe that the new machine tools that we are developing will enable us to exceed this figure when the new factory comes into operation'.

Furniture development council

THE BOARD OF TRADE announce that Mr. Roger Falk has accepted the invitation of the Secretary of State for Industry, Trade and Regional Development to become chairman of the Furniture Development Council for a period of three years in succession to Sir Laurence Merriam, whose term of office ends on December 31.

Mr. Falk has been an Independent Member of the Furniture Development Council since 1957.

Mr. Heath reviews EFTA trade

'WE ARE NOW already at the half-way mark in EFTA's progress towards free trade. At the end of this month we shall pass it.' This was said by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, when he spoke at the 'Business Intenational' EFTA Round Table conference in Geneva on December 6.

Continuing, Mr. Heath said that in the three-and-a-half years since the last meeting of the organization a great deal had been achieved. 'Many people expected difficulties in the operation of a free-trade area. Origin controls, for example, might have caused us trouble. But our difficulties so far proved to be slight and easily resolved. We provided many procedures in the Convention for considering complaints and difficulties. So far they have been little used. Where problems have been raised, they have been settled quickly. We have come so far on our way without meeting any obstacle to give us serious pause.'

Referring to the achievement of full free trade in industrial goods by the end of 1966 – three years ahead of the original target – the Secretary of State said that the creation of an economic development committee meant a new field of activity for the review of the work of several provisions of the Convention, which dealt with the conditions of competition. These included such questions as restrictive business practices, state trading, establishment. As tariffs were reduced attention would be turned more to other barriers to trade, for example, administrative regulations, and possibly also to standards. There was much to be done to build on the firm base created.

'Over the three years since EFTA was established,' he said, 'the total trade of EFTA countries has risen by about 15 per cent. At the same time trade within the area has risen almost twice as fast. The proportion of this trade which EFTA countries do with one another has therefore risen. United Kingdom exports to other EFTA countries have risen by almost one third; some other EFTA countries have shown even higher increases. This growth in our trade with each other can be expected to continue. The external trade of EFTA countries in 1962 was $37,000 million. This is as large as the trade of the United States and only slightly less than that of the EEC.'

Mr. Heath said the traditional outlook of the major EFTA countries had always been liberal and outward looking. As a free-trade area it was possible to abolish restrictions without having to raise a single tariff on trade with others, and without intensifying or introducing other restrictions on trade with other countries.

Mr. Gunnar Lange, chairman of the Council of the European Free Trade Association, and Minister of Commerce of Sweden, addressing the same meeting said: 'The third year of EFTA marked another great advance in both the internal and external trade of the Association. The external trade (at 38,000 million dollars) represents no less than 15·4 per cent of the world trade volume. It is as great as that of the United States and very nearly equals the foreign trade of the European Economic Community. Per head of population, EFTA's external trade is in fact roughly double that of either the United States or the EEC.

'Sweden being traditionally one of the low tariff countries, it is of course desirable from our point of view that the high tariffs in the world should be reduced proportionately more than the lower ones. Nevertheless, we are in principle in favour of the linear approach for which the United States stands today. First priority should be given to efforts to secure the deepest possible cut in the widest possible field.

'In my opinion a solution of the European problem would be within reach provided that the political will exists. The setback at Brussels is not to be looked upon as a decisive negative factor, even if it takes years before new attempts are possible to bring Western Europe together. The decisive factor, and positive at that, is the economic trend towards integration.

'The interest shown by both EEC and EFTA, in the forthcoming United Nations world trade conference, springs not only from general motives. It has specific reasons, caused by a trend in world trade that we have been witnessing for many years. I refer to the proportionally greater increase in the trade of industrial countries with each other than between the developed and the developing nations. Although the EFTA countries play an important part in the foreign trade of the developing countries in Africa, Asia and Latin America, absorbing in 1962 about one-sixth of their total exports, progress in the development of trade in recent years between the EFTA countries and those regions has been limited. As a consequence, and to break this stagnation, the EFTA countries have felt that they should wholeheartedly participate in the efforts to improve the situation of the less developed countries.

'It seems clear that – for the time being – it is within the GATT that the EFTA countries have the greatest chance of alleviating to a certain extent the problems which arise from the existence of two trading groups in Europe. The success of these negotiations would be immensely advantageous not only for us within Europe but for our relationship with the whole world, not least with the United States. A condition for success is that the business community in the United States will demonstrate their engagement in this cause and give the administration the support that is required to enable it to make full use of its powers.'

H.R.H. the Duke of Edinburgh talking with two students from West Africa in the physics laboratory of the Oxford College of Technology after he had performed the formal opening ceremony of the college's new buildings recently. The College of Technology has cost £1,500,000.

Tourism - a vital part of British industry

– Mr. du Cann

SPEAKING at the Travel and Holiday Industry in the South West conference at Torquay, Devonshire, on December 9, Mr. Edward du Cann, Minister of State, Board of Trade, emphasized the national significance of tourism and the vital part the industry played in the national economy. Today, he said, tourism ranked fourth among British industries as an earner of foreign exchange. It was first of all our industries as an earner of American dollars. Its well-being and its progressive development were thus of crucial importance to the national balance of payments.

'All our plans for Britain's economic development depend upon maintaining a high and increasing level of earnings of foreign currency,' he added. 'Therefore on behalf of H.M. Government I congratulate you on the essential contribution you are making at this time. The figures are important. Last year almost 2 million overseas visitors came to Britain. According to OECD figures, Britain ranks third in the European tourist league table behind Italy and France. Our visitors spent nearly £200 million: if fares paid to British sea and air carriers are added, the figure is almost £300 million. And that figure ignores what visitors spent on goods of various kinds – cars, antiques, souvenirs and so on whilst on holiday here. So tourism is big national business.'

It was fitting that he should refer to the key role that the British Travel and Holidays Association, the chosen instrument of the Government, had played and must continue to play. The extent to which our receipts from tourism had increased was a measure of the effectiveness of their efforts.

'Trading with Benelux' supplement

A 68-PAGE SUPPLEMENT entitled *Trading with Benelux* was published in last week's *Board of Trade Journal*. Extra copies may be obtained on application to the Librarian, Board of Trade, Horse Guards Avenue, London, S.W.1.

NEDC discuss economic development committees

THE National Economic Development Council, at their meeting on December 4, discussed the establishment of economic development committees; output, prices and incomes in relation to the growth programme; investment stabilization policies; energy policy; and the recent White Papers on public investment and regional development.

The Council approved the general arrangements for the setting up of economic development committees with the following terms of reference: 'Within the context of the work of the National Economic Development Council and in accordance with such working arrangements as may be determined from time to time between the Council and the committee, each committee will:

(1) examine the economic performance, prospects and plans of the industry and assess from time to time the industry's progress in relation to the national growth objectives, and provide information and forecasts to the Council on these matters;

(2) consider ways of improving the industry's economic performance, competitive power and efficiency and formulate reports and recommendations on these matters as appropriate.'

Industries in which it is expected that the first committees will be set up are: chemicals; chocolate and sugar confectionery; distribution; electrical engineering; electronics; machine tools; mechanical engineering; paper and board; wool textiles.

European fisheries conference communique

THE FOREIGN OFFICE announce that at the invitation of Her Majesty's Government in the United Kingdom, a conference met in London from December 3/6 to discuss the solution on a European basis of certain fisheries problems. The following Governments and the Commission of the European Economic Community took part in the conference: The Governments of Austria, Belgium, Denmark, France, the Federal Republic of Germany, Iceland, Ireland, Italy, Luxembourg, The Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom.

The conference discussed the following agenda:

(1) Freedom of fishing and access to fishing grounds.
(2) Access to markets.
(3) Fisheries policing.
(4) Miscellaneous.

Particular attention was given to the possibility of reaching agreed arrangements on access to fishing grounds. The desirability of establishing the conditions for liberal trade policies for fish was emphasized. The conference recognized the importance of effective conservation measures in the common interest. There was general agreement on the need for devising a modern code governing the conduct of fishing operations to bring up to date on a wider basis the provisions of the North Sea Fisheries Convention of 1882.

On access to fishing grounds proposals for defining the regime that might govern extension of fishery jurisdiction were put forward by certain delegations. In order to give time for further study of these proposals, and of other proposals made under other items of the agenda, the conference adjourned on December 6 until January 8, 1964, when it will continue its discussions with the same agenda.

Import duty exemption application on used sacks and bags

THE BOARD OF TRADE give notice that they are considering an application for the exemption from duty of the following:

'Used sacks and bags of woven textile fabric, of a kind used for the packing of goods'.

A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above should be addressed to the Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1., not later than December 27, 1963.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by December 27, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.42	Sodium sesquicarbonate .	Sodium sesquicarbonate .	June 30, 1964	884/63
29.02	1 - Bromo - 3 - chloro - 2 - methylpropane.	1 - Chloro - 2 - methyl - 3 - bromopropane.	December 31, 1964	6345
29.04	2:5 - Dimethylhexane - 2:5 - diol.	As in previous column .	December 31, 1964	6340
29.23	Magnesium dihydrogen di-aspartate.	Magnesium DL-aspartate	December 31, 1964	6278
29.23	Potassium hydrogen aspartate.	Potassium DL-aspartate .	December 31, 1963	6283
29.35	Dimethisoquin *mono*-hydrochloride.	1 - (b -dimethylaminoethoxy) - 3 - n - butylisoquinoline hydrochloride.	December 31, 1964	6297
29.35	Meclozine dihydrochloride	Meclozine hydrochloride .	June 30, 1964	6376

Applications for anti-dumping duties

Canned fruit salad

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping and countervailing duties on canned fruit salad imported from Spain being canned mixed fruit (including the pulp thereof) containing added sweetening matter other than mixtures of fruit which contain not less than four separate descriptions of fruit and which contain in any 4 oz. portion of the drained fruit not less than 50 pieces of fruit.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than January 3, 1964. A statement of the applicants' case will be made available to interested parties who wish to make representations in the matter and who give an undertaking to treat the information contained in the statement in strict confidence and to allow their comments to be passed to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 3136, Horse Guards Avenue, London, S.W.1.

Canned hams and shoulders

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of an anti-dumping duty on canned hams and shoulders imported from the Netherlands. The application may be extended to include other countries supplying such products to the United Kingdom at prices which appear to be dumped or subsidized.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than January 3, 1964. A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter and who give an undertaking to treat the information contained in the statement in strict confidence and to allow their comments to be passed to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 3134, Horse Guards Avenue, London, S.W.1.

Thai Trade Mission announces projected Trade Centre in London

THE THAI GOVERNMENT'S intention to set up a Trade Centre in London was announced on December 5 by H.E. Luang Bhadravadhi, Ambassador of Thailand to Pakistan and leader of the seven-man Trade Mission from Thailand (see *Board of Trade Journal*, December 6, page 1261). 'It is difficult to say when,' he said. 'We can only hope it will be in the very near future.'

H. E. Luang Bhadravadhi was speaking at a press conference in London held by the Mission after a joint meeting with members of the Federation of British Industries and the London Chamber of Commerce. In answer to questions from correspondents, he said that the Thai Government were very interested in foreign capital investment. 'My Government have set up a very high-powered committee to deal with all cases of foreign investment,' he said, 'and a law has been enacted which will give sufficient guarantees to those who are investing in our country'.

H.E. Luang Bhadravadhi said that the Mission, which was in a sense returning a visit paid by an FBI mission to Thailand in 1961, aimed to increase Thailand's exports of agricultural products – chiefly rice, maize, tapioca, rubber and certain forms of jute – and was less concerned with achieving a balance of trade with the United Kingdom than with preserving good trading relations. 'I am happy to say that trade relations between our two countries date back more than a century and have always been carried on in a friendly spirit,' he said.

Dealers in securities

THE FOLLOWING changes have taken place during November in the list of Exempted Dealers in Securities under Section 16 of the Prevention of Fraud (Investments) Act, 1958:

Insert:	Bentworth Trust Ltd., 41 Bishopsgate, London, E.C.2.
Insert:	Burston (N. Burston & Co. Ltd.), Bucklersbury House, 20 Walbrook, London, E.C.4.
Delete:	*Thomasson (J. F. Thomasson & Co.),* Geoffrey Egbert Borrett Stephen John Keynes Rupert Mahaffy Michael David Nightingale St. Alphage House, London Wall, London, E.C.2.
Change of Address:	National Provincial Registrars Ltd.
Delete:	22 Old Broad Street, London, E.C.2.
Insert:	P.O. Box No. 245, 35 Basinghall Street, London, E.C.2.
Change of Address:	Natprobank Fixed Holdings Ltd.
Delete:	22 Old Broad Street, London, E.C.2.
Insert:	P.O. Box No. 245, 35 Basinghall Street, London, E.C.2.

Export List, 1964

A REVISED EDITION of the Export List for articles of merchandise produced or manufactured in the United Kingdom or the Channel Islands and exported therefrom, is being published for use as from January 1, 1964. Copies of the List may be obtained direct from H. M. Stationery Office or through any bookseller, price 10s. Exporters and Agents are advised to place immediate orders. The headings in certain Divisions of the List have been revised.

Mr. J. A. Goddard, technical director of Ronson Products Ltd., with Mr. Hans Hefti, joint manager of Ed. A. Keller and Co. Ltd., Ronson importers and distributors in Hong Kong, and Mr. R. G. Cass, Ronson overseas services adviser. Mr. Hefti was at the company's Leatherhead factory for discussions with export and manufacturing executives.

Eurotrust Limited

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165(b) of the Companies Act, 1948, have appointed Mr. Percival Charles Hewett, chartered accountant, Assistant Official Receiver, Eagle House, 90-96 Cannon Street, London E.C.4, to investigate the affairs of Eurotrust Limited.

Export opportunities for British-made ship components in Sweden

OPPORTUNITIES for the export of British-made ship components in the Swedish shipbuilding market recently discussed at two conferences in Newcastle and Glasgow is the subject of a report which has been issued by the Export Council for Europe. Swedish purchases of ship components, it was stated, are likely to amount to £70 million during 1963 of which Britain's share is about 20 per cent, compared with 25 per cent three years ago.

Delegates to both conferences represented leading manufacturers of pumps, heat exchangers, propellers, steering gear, pipes, wire ropes, stabilizing gear, marine valves, instruments, ships' furniture and furnishings, cables and light fittings, cargo handling equipment, boilers, engines, and automation equipment.

Inquiries for copies of the report – 'Export opportunities for ship components in Sweden' – should be made to the ECE, 21 Tothill Street, London, S.W.1.

A.B.C.C. merchanting trends report

THE Association of British Chambers of Commerce report on Merchanting trends summarizes the results of the sixth inquiry into the experience and expectations of United Kingdom merchants engaged in foreign trade, and is based on the replies of about 300 merchants whose estimated annual turnover amounts to just over £450 million.

Inquiries for copies should be made to the A.B.C.C., 68 Queen Street, London, E.C.4.

A SERVICE IN GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer its customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. You can obtain full information about this service by sending a postcard to Sales Promotion (HMSO), Room D74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Protecting the consumer

These extracts from a paper by The Baroness Elliot of Harwood, Chairman, The Consumer-Council, read to the Royal Society of Arts in London on November 27, with J. T. Molony, Q.C., Chairman, Board of Trade Departmental Committee on Consumer Protection, in the Chair, are published by permission of the Royal Society of Arts.

BEFORE TELLING YOU of the ways in which the Council proposes to work, the subjects which it is now considering and how it hopes to deal with them, I should like to comment in a little more detail on our origins and terms of reference. The formation of the Council was one of the main recommendations of the Molony Committee, and the Government in accepting this recommendation followed pretty closely the suggestions of the Committee for the structure and terms of reference of the Council.

So far as the composition of the Council is concerned this is compact yet widely representative, both of areas and of fields of interest. The members are appointed by the President of the Board of Trade in their personal capacities, that is, not as delegates or spokesmen for particular organizations. They include suppliers as well as housewives. This has been a source of criticism on the grounds that the interests of the consumer are thereby compromised. I do not think that this need be so. We shall not help consumers if we do not, in taking action on their behalf, pay regard to what is practicable in terms of production of goods and services in a highly industrialized society. The material wants of consumers cannot be fulfilled by do-it-yourself, so that co-operation between suppliers and buyers and recognition that each side depends on the other for its satisfaction are essential. The composition of the Consumer Council reflects this.

I have been speaking of 'consumers' as if they were readily recognizable beings, in some way differentiated from their fellows in society. This is of course a false conception. We all need consumer goods and most of us buy them in one form or another. But consumers' interests are in broad terms fairly easily identifiable, and these interests may at a superficial level not accord with those of suppliers. I say at a superficial level because I do not, as I have said, subscribe to the view that there is an inherent conflict between the two sides.

I have said that consumers' interests can be identified in broad terms. It may not be so easy to determine them in detail. For example, it is now becoming widely accepted that better labelling of consumer goods is desirable for shoppers. I do not hesitate to say that anyone who opposes this as a general proposition is reactionary and benighted. But the Consumer Council would not be dogmatic at this early stage of its life about what should appear on the labels. Should there be an exhaustive statement of contents, qualities and performance? The ideal, no doubt. But would it defeat its purpose because it was not read? It might be another instance of the small print which is disregarded by unwary customers.

The informed view

The Consumer Council must therefore be in a position to take an informed – I repeat informed – view. This is the first paragraph in our terms of reference. How shall we set about this? First, we had to obtain the nucleus of the staff to handle information. I should like to observe here in passing that the Council is not a civil service body. It need not, and generally does not, employ civil servants. The sources of our information will, we hope, be manifold. Other bodies concerned with consumer affairs – for instance the lively Consumer Groups which are springing up all over the country – the readers' services of the national Press and, by a special arrangement, the Citizens' Advice Bureaux, tell us about the things which shoppers are complaining. Although it comes from a different stable, the Retail Trading-Standards Association is also very helpful to us; this organization shows much vigour in exposing and bringing to book traders who exploit consumers.

We are prohibited by our terms of reference from taking up complaints on behalf of individual consumers. It would not be practicable for us, unless we set up branches all over the country, to deal properly with problems which while they may follow a regular pattern are not stereotyped. Moreover, complaints are often unjustified – yet to persuade the complainant of this will usually need personal contact. It is not usually that the complainant is dishonest, but that he or she is ill-informed and has bought or used an article for a purpose for which it was never intended. The fact that we must turn away individual complaints may be a handicap to the Council in that it makes us seem remote and disinterested to the very people whose interests we want most to serve – the mass public. I shall return to this later in this paper.

Links with Citizens' Advice Bureau

We seek then, from all sources which are in touch with people with particular causes of dissatisfaction as consumers, information about the kind of things which are causing complaints. We have a special link with the Citizens' Advice Bureaux. The Molony Committee recommended that financial support should be given to them to help them expand their work in dealing with consumer complaints. The Bureaux have always provided such a service but it has grown very much recently and it must be expected to grow more. The Board of Trade have, therefore, given the National Citizens' Advice Bureaux Committee a grant to enable them to recruit more staff for promoting new Bureaux and for dealing with the general analysis of complaints for which we shall look to the National Committee. We have already found that on the basis of her accumulated wisdom and her knowledge of the work of the Bureaux Miss Oswald, the Secretary of the National Citizens' Advice Bureaux Committee, can give the Consumer Council a vivid picture of the kind of difficulties which people meet in buying goods and services, a picture founded on the actual experiences of tens of thousands of people – the Bureaux are now dealing with nearly 100,000 consumer complaints a year. We all owe a great debt of gratitude to the Bureaux workers, most of them voluntary, who at one moment are dealing with a broken marriage and the next with a broken washing machine, not only with sympathy but with informed advice. There are still gaps in the geographical coverage of the Citizens' Advice Bureaux service. The Board of Trade and the National Committee have recently urged local authorities to increase their support for them. Individual Bureaux in most cases rely on these authorities for their resources. They do not receive any direct financial help from their headquarters. I hope that there will be a good response to this appeal.

We shall, I hope, supplement data from all these sources with field research into particular topics. This is an area in which work of an academic kind is very sparse. There is in universities and economic research institutes study of the economic aspects of consumer expenditure and there is a great deal of market research by commercial interests. Neither of these, however, produces the answers to many of the questions with which the Consumer Council will be concerned. We want to know why people buy what they do and how they select a supplier, what assistance – for example, in labelling – they would like to enable them to choose better or more easily, what was their experience in use of the goods bought – and here we are interested in what was right as well as what was wrong; we shall not deal only in grievances. We have a small research unit in our staff and we shall hope to reinforce this with help from consultants and commissioned field surveys.

The second paragraph of our terms of reference lays on us the duty of considering the action to be taken to deal with the consumer's problems, or to further or safeguard his interests, and to promote that action. I should like to emphasize the last phrase. We are specially instructed to get things done. We are not an advisory body or a body simply to investigate and study. In the actions we take we are in no way bound by Government instructions or intervention. In appointing the members of the Council the then President of the Board of Trade made it clear that the Council will not be subject to any Government direction or planning in carrying out its programme of work. He said in effect that so far as criticism of his department as well as other departments by the Council was concerned no holds were barred. In one respect only, but it is an important one, may the Council's activities be influenced by Government intervention and that is through our financial resources. We draw all our income from a grant-in-aid and that could be inadequate to enable us to do all that we think should be done. I am not going to anticipate that that will be the case.

I have already mentioned one activity, dealing with individual complaints, in which, under our terms of reference, we cannot indulge. There are two others: comparative test reports and law enforcement action.

My Council sheds no tears about either of these forbidden areas. We accept the reasons put forward by the Molony Committee for excluding them from our remit. In the case of comparative testing they argued that neither industry nor consumers would relish discrimination by a Government-sponsored body between the products of different manufacturers. I should like at this point to pay a tribute to the pioneer work of *Shopper's Guide*, followed closely – and then outstripped – by that of *Which?* in this field. This has contributed to making an important section of the buying public much more value and quality conscious in their purchases. It has made some manufacturers, too, more aware of shortcomings in their goods.

Our inability to take law enforcement action ourselves is I am sure no handicap to us. If there were the possibility of our doing so this would sour relations with industry and commerce, to the detriment of our influence on behalf of consumers, and would tend to immerse us in the details of particular cases rather than in the pursuit of general causes to promote the welfare of consumers. We have been described as a watchdog; we have no desire to become a police dog. We shall not, where we think there is justification, hesitate to urge Government departments and local authorities to prosecute.

I am puzzled when criticism is made, as it was rather strongly when the Consumer Council was set up, of the Council's 'lack of teeth'. Perhaps any of you in the audience who take this view would in the discussion later describe the ways in which you think the Council should be strengthened.

Publicity, education, pressure

Now I should like to describe the ways in which this country's Consumer Council hopes to become a powerful instrument in promoting the consumer's welfare. Our prime instruments are publicity, education and pressure. I have already described how we hope to build up our stock of knowledge about consumer needs and interests. We are well aware that we cannot afford to make mistakes of fact and that our opinions, although they may be disputed, must be supported by a reputable foundation of basic data. With such background we intend to exploit all the means we can of reaching the mass buying public. I should like to emphasize that it is the mass buying public which primarily we hope to serve. Consumers' Association and the Consumer Groups which are doing so much to stimulate in both suppliers and customers more regard to value for money, serve essentially the professional, the better informed section of the people. They are a highly important section and they can and do act as the spearhead for measures of consumer protection which benefit their less informed fellows as well as themselves. They have shown considerable awareness of their own interests. The Consumer Council must do everything it can to attract the attention of a wider public and to encourage them to develop the same degree of awareness of their interests as consumers.

We shall try to do this by employing all the means of popular propaganda. The press, broadcasting, both radio and television, and our own publications. We shall hope that the press will give us good coverage, undeterred by their advertising interests, and that the BBC and the independent television programme companies will do the same. We think that where disreputable sales methods, for example, are concerned, a quick warning on television in areas suffering from, say, a plague of unscrupulous doorstep selling, could be an effective way of putting householders on their guard. Other subjects will demand more detailed treatment, either on short films or in leaflets and pamphlets. Cases in point are guarantees, seals of approval and informative labelling, all of which need illustration and explanation. We do not yet have any plans for a regular publication, but I do not rule this out for the future. We shall produce an annual report which, in the words of the Molony report, we shall make "frank and uninhibited' – and, we hope, readable.

We are not unaware that our efforts at publicity may seem puny beside the impact of commercial advertising. A good many of us feel uneasy about the bombardment of the buying public by exaggerated claims and the creation of virtually artificial attributes in order to distinguish one brand from another when all the products in fact possess the same essential qualities. I do not want to ignore the contribution which responsible advertising can make to consumer welfare by opening up markets for mass produced goods at low cost and by offering a choice of brands. I do think however that constant vigilance is needed to see that unsubstantiated claims are not made, and, which is perhaps as important, that half-truths are not stated. I know that the advertising industry is striving to discipline itself. There is the Code of Advertising Practice, which is administered by the C.A.P. Committee and is sponsored by fifteen organizations. A related code applies to television advertising. The industry has recently set up the Advertising Standards Authority. I am sure that we all hope that this body will exert a moderating influence on the less defensible aspects of advertising. The Consumer Council is in contact with the Authority and will certainly encourage and support effective action on its part.

I mentioned education as one of the means we shall deploy to promote the objectives of the Council. This is a subject in which I myself am particularly interested. It is of course a continuing and long term task. So far as attack at the school level is concerned, the main effects cannot be seen until the children have become householders and parents, although it could make some impact before then through the buying power of the teenage group. The Consumer Council is now developing an extensive programme for consumer education. This will include for schools the promotion of articles in the specialist educational press and pressure for the consumer's angle to be recognized in examination syllabuses; the organization of concentrated courses for school leavers from groups of schools; the sponsorship of consumer conferences for teachers and senior boys and girls, and the preparation of briefing material for teachers. We shall undertake similar activities, but pitched at the appropriate level, for further education. In addition we shall sponsor refresher courses and lectures for teachers both in post and in training and prepare lecture notes for women's organizations and other interested bodies. We shall hope, too, to enlist the interest of the educational services on radio and television.

The activities which I have just described will be supplemented by what I will call consumer enlightenment. This describes a more sophisticated approach to consumers, through, for example, the publication of literature and the organization and sponsorship of displays, than the appeal to the general public which I have outlined earlier in this paper.

You will want to hear from me something of the subjects to which the Council proposes to apply its energies. The first thing we must do is to be selective. Suggestions reach us from a number of sources – Members of Parliament, Consumer Groups, individual members of the public – about the topics which we should study or take action on. We are asked by Government departments for our views on proposed legislation. Our manpower resources, particularly at this early stage when most of our staff is new to this field of work, do not allow us immediately to take an informed view on all the matters on which we are asked to pronounce and which we should like to look at.

Our present policy is in broad terms to concentrate our immediate attention on matters where other bodies are not organizing work or action on behalf of consumers. For example, the Council put to the dairy industry the concern it felt about the campaign by dairies – and their milkmen – to foist, there is no other word, homogenized milk on people who had not asked for it and in many cases did not want it. The National Dairy Council has now given a public assurance on behalf of the industry that consumers can and will be supplied with the grade of milk they want, except in some remote rural areas. Another subject occupying our attention now is school uniforms. A number of parents are worried both about the expense and about the quality of the clothes which schools require them to buy. This is not perhaps a subject which arouses widespread dissatisfaction, but we have thought that the Council might act as a catalyst. We are bringing together representatives of the various interested parties – parents, teachers, manufacturers and retailers – to see whether common ground can be found.

Doorstep Selling

Doorstep selling is another subject which we are studying. This method of selling, which is an old established one and widely appreciated by many households, is undoubtedly abused by some firms and their salesmen. I think that this is particularly the case in the new housing estates, outer suburbs, and rural areas where an aggressive salesman can be a frightening visitant. I cannot claim that we know the answer – beyond trying by publicity to put people on their guard. Some system of statutory registration was considered and turned down by the Molony Committee. Perhaps the practical difficulties are insurmountable, but we are taking a fresh look at the whole question. A statutory pause during which hire purchase and credit sale agreements could be disavowed by the customer would add significantly to the householder's defences against doorstep salesmen. This was recommended by the Molony Committee and the Government have indicated that they are pre-

Continued at foot of next page

Modern Government-owned factories for rental

An aerial view of part of the Team Valley Trading Estate, Gateshead, the first Government financed Industrial Estate in Britain. Commenced in 1936 it is regarded by many as the finest in the world.

THE FOLLOWING Government-owned factories, fully equipped with all essential services and conveniently sited for labour and transport requirements, are available for rental on industrial estates in England, Wales, Scotland and Northern Ireland. The factories in England, Wales and Scotland are all in development districts and suitable projects may qualify for financial assistance under the Local Employment Act, 1960. Assistance in the form of grants towards the cost of purchasing or transferring plant and machinery may also be available, through the Ministry of Commerce, to industrial undertakings creating new employment in Northern Ireland, preference being given to projects which provide a good percentage of male employment.

NORTHERN IRELAND

Location	Total Area (sq. ft.)	Height to Truss	Distance	
			From Belfast Docks (miles)	From Airport (miles
Dunmurry Factory Estate (Near Belfast)				
***Dunmurry** No. *8 .	19,450	12′ 0″	6	10
*5. .	30,000	13′ 6″	6	10
*3/4 .	50,000	16′ 0″	6	10
***Dundonald, Belfast** .	70,000	17′ 0″	6	17
***Armagh** . . .	18,000	13′ 6″	37	30
***Downpatrick** . .	19,000	12′ 6″	22	33
Larne (near Larne Port) . . .	70,000	16′ 0″	21	22
Castlereagh (Factory A)	114,000	17′ 0″	3	18

*Available now.

Rents are based on current market values, which at present range from 1s. 6d. to 2s. 3d. per square foot. In special cases where the employment or product is judged to be of particular value to Northern Ireland's economy, a lower rent can be negotiated for the early years of the lease. Inquiries should be addressed to the Ministry of Commerce, Chichester House, Belfast, 1 (Belfast 28271) or to the Ulster Office, Northern Ireland Government, 13 Regent Street, London, S.W.1. (Whitehall 0651).

ENGLAND

Existing factories become available from time to time at rents which may be as low as 2s. 9d. per sq. ft. Currently available are:

Industrial Estate	Total (sq. ft.) Area	Office (sq. ft.) Space	Clear Height
Skelton-in-Cleveland . .	15,616	4,094	12′ 0″ to 15′ 3″
Bowesfield, Stockton . .	23,840	4,070	13′ 9″ to 22′ 8″

The undermentioned factories which are being built in advance of requirements are expected to be ready this month:

Location	Total Area (sq. ft.)	Office Space (sq. ft.)	Clear Height
Hartlepools, Co. Durham .	51,171	4,410	17′ 0″ to 18′ 6″
Southwick, Sunderland . .	26,470	2,754	17′ 0″ to 18′ 6″
Blyth, Northumberland . .	12,000	2,000	14′ 6″ to 17′ 0″
Workington, Cumberland .	12,000	2,000	14′ 6″ to 17′ 0″
Shildon, Co. Durham . .	12,000	2,000	14′ 6″ to 17′ 0″
West Auckland, Co. Durham .	12,000	2,000	14′ 6″ to 17′ 0″

Building plans for two further advance factories, to be started shortly, at Blaydon (26,470 sq. ft.) and Chester-le-Street (51, 171sq. ft.) are also available for inspection. Rents of advance factories range from 3s. 9d. to 4s. 8d. per square foot. Inquiries should be addressed to the Secretary, Industrial Estates, Management Corporation for England, Team Valley Estate, Gateshead, 11, Co. Durham.

(Continued on next page)

Consumer protection, continued

paring legislation to deal with the point. I hope that its enactment will not be delayed.*

Labelling in all its aspects will engage much of our attention. There are both the legislative aspects, primarily the Merchandise Marks Acts, and the questions of informative labelling and the setting of standards of quality which must, I think, be answered in most fields by voluntary action by suppliers stimulated by the demands of the buying public. In some cases, of which drugs is, I suggest, an outstanding case, more statutory control may well be necessary. We are glad to be working with the Patients' Association on this problem.

This is not of course an exhaustive list of matters with which the Council is concerned. Some of you may think that trading stamps is conspicuous by its absence. The fact is that the Council has not yet felt moved to take up a position in the matter.† We shall never be able to see far ahead all the subjects on which we shall be working. New abuses of the interests of the consumer are apt to spring up suddenly. We hope that our outlook and our procedures will be flexible enough to enable us to take action on them where we can.

I hope that I have given you an encouraging picture of the Council's aims and ambitions. We shall seek to promote consumer welfare by persuasion, but where this fails we shall not shrink from public pressure on those who in our view are not giving the consumer the treatment he should have. I hope that you, Mr. Chairman, have felt in listening to me that the Council will fulfil the hopes for it which you expressed in your report. I hope too that you in the audience who, I know, represent both those who buy and those who sell, will encourage us by your support. We may not always be popular with you all – indeed if we were I should suspect that we were not doing our job properly – but I am convinced that the protection of the consumer can only be advanced by recognition on both sides of the counter of the other's problems and requirements. That the Consumer Council will strive to promote.

*See *Board of Trade Journal*, November 22, page 1135.
†See *Board of Trade Journal*, December 6, page 1245.

SCOTLAND

Estate		Area (sq. ft.)	Height to Truss	Distance from Glasgow (miles)
Blantyre		5,050	12′ 0″	10 North light roof
Carfin		26,500	13′ 0″	12
Craigton, Glasgow		7,913	13′ 0″	3
Chapelhall, Lanarkshire		15,538	12′ 0″	12
Donibristle	(1)	9,412	18′ 0″	43 Flat roof plating shop
	(2)	3,420	9′ 0″	43
	(3)	11,518	—	43 Two-storeyed office block
Dundee	*(1)	129,651	12′ 0″	83
Hillington	*(1)	11,314	12′ 0″ and 16′ 0″	4
	(2)	25,508	12′ 0″	4
	*(3)	34,492	12′ 0″	4
	(4)	21,280	12′ 0″ and 18′ 0″	4
	(5)	131,855	22′ 0″	4 North light roof
	(6)	3,000	12′ 0″	3 Cranes, rail served
	(7)	1,500	12′ 0″	4
	(8)	1,545	12′ 0″	4
		19,030	27′ 0″	4
Queenslie		5,202	12′ 0″	4 North lightroof
		8,324	12′ 0″	4
Thornliebank	(1)	5,757	12′ 0″	5
	*(2)	6,860	12′ 0″	5
Advance Factories to be built;				
(a) on Industrial Estates:				
Kilwinning		15,000	12′ 0″	25
Newhouse		50,730	14′ 0″	14
Port Glasgow		10,743	12′ 0″	17
Queenslie		51,571	14′ 0″	4
Vale of Leven		49,980	14′ 0″	16
(b) on individual sites:				
Blackwood		21,245	14′ 0″	23
The Calders		10,000	12′ 0″	25
Cumnock		15,515	12′ 0″	36
Fraserburgh		7,500	12′ 0″	185
Peterhead		7,500	12′ 0″	174
Sanquhar		15,500	12′ 0″	48
Shotts	(1)	28,340	14′ 0″	26
	(2)	23,140	12′ 0″	26
Stranraer		10,000	12′ 0″	84
Whitburn		50,774	14′ 0″	22

*Available now.

Rents of the above factories are assessed by the District Valuer at current market value and range from 2s. 0d. to 3s. 9d. per square foot. Inquiries should be addressed to The General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C3 (Douglas 6651).

WALES

Location		Area sq. ft. Total	Area sq. ft. Production	Height to Truss
Advance factories;				
Portmadoc		8,944	7,821	14′ 0″
Milford Haven		19,025	15,625	14′ 0″
Bethesda (*near Bangor*)		9,962	7,812	14′ 0″
Existing factories;				
Ammanford		25,030	17,500	12′ 6″
Dinas (Rhondda)	(a)	16,650	13,110	11′ 0″
	(b)	29,940	20,290	12′ 6″
Llanelly		32,498	24,350	12′ 6″

The factory ar Portmadoc is under construction and completion is expected by April 1964. Sites have been chosen for the other two advance factories. Inquiries should be addressed to Commercial Manager, Industrial Estates Management Corporation for Wales, Treforest Industrial Estate Pontypridd, Glam.

"A FINE OFFER. **We can develop there. Can either quickly convert a factory or use a cleared site and build. Our labour survey shows plenty of experienced, highly skilled, in fact, very good quality people.**

We can ship the stuff straight out of Fife from Kirkcaldy direct to Europe, and for the home trade there's the main line rail services and first class outlets by road which will be even better when the new Forth Road Bridge opens in mid - 1964.

The Burgh Council people at Kirkcaldy are as keen as mustard, and have smoothed a lot of snags. So we hope to open up production in a few months. I can't see that we would have done better elsewhere.

No, not a great expense. It's a development area and so we get the 25% building grant, the plant and machinery grant and the ten year working capital loan. I must thank you for putting us on to Kirkcaldy".

KIRKCALDY CO-OPERATES WITH NEW INDUSTRY

For brochure and details, write or call on Mr. C. D. Chapman, Town Clerk, Town House, Kirkcaldy. Telephone 4141.

1964 EDITION NOW READY

THE
INDUSTRIAL DIRECTORY
OF WALES
AND MONMOUTHSHIRE

The most comprehensive and accurate guide to industry in the Principality, containing classified particulars of over 2,300 companies and firms.

This edition includes details of new industries established in Wales since the last Directory was printed, together with numerous changes in the entries of the older-established firms.

Price: £2.2.0 post free

Order your copy today from the publishers:

THE INDUSTRIAL ASSOCIATION OF WALES AND MONMOUTHSHIRE

Aberdare House, Mount Stuart Square, Cardiff

FIFE AND MACHIN ON THE OFFICES, SHOPS AND RAILWAY PREMISES ACT 1963

By IAN FIFE, M.C., T.D., Barrister-at-Law and E. ANTHONY MACHIN, B.C.L., M.A., Barrister-at-Law.

The main object of this new Act is to set definite standards of health, welfare and safety for employees in offices, shops and railway premises. Since the Act will affect a vast number of people and in many cases alteration to premises will be necessary in order to comply with the legislation, the early appearance of this handy guide, specially reprinted from *Butterworths Annotated Legislation Service*, will be greatly appreciated.

27s. 6d. net, by post 1s. 2d. extra

DIX'S CONTRACTS OF EMPLOYMENT IN RELATION TO THE CONTRACTS OF EMPLOYMENT ACT 1963

By DOROTHY KNIGHT DIX, one of Her Majesty's Counsel.

When the Contracts of Employment Act 1963, comes into force it will establish statutory minimum periods of notice and require written particulars of terms of employment to be given to employees. Since the Act will affect a vast number of people this new guide to its provisions and to the common law directly connected with it, which is discussed in some detail, is a vital necessity for all employers, employees and their legal advisers.

27s. 6d. net, by post 1s. 2d. extra.

BUTTERWORTHS • 88 KINGSWAY • LONDON, W.C.2

Showroom: 11-12 Bell Yard, Temple Bar, W.C.2

EXPORT DRIVE

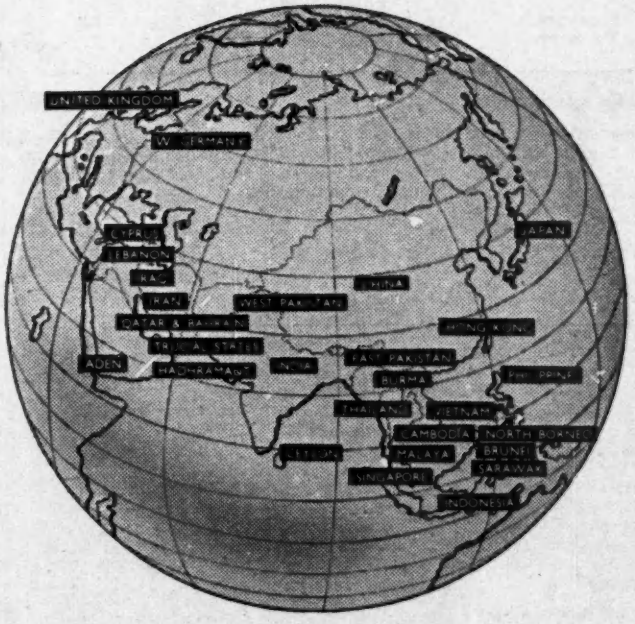
For trade with the East consult

THE
CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 branches in twenty-seven territories as shown in the map above.

THE CHARTERED BANK
Head Office: 38 Bishopsgate, London, E.C.2.
Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.



THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) • THE IRANO BRITISH BANK (INCORPORATED IN IRAN)

NEW BOOKS

Development planning in England and Wales

IN ITS new publication, **Statistics of Decisions on Planning Applications 1962,** the Ministry of Housing and Local Government presents the first results of an inquiry intended to fill some of the gaps in available information on trends in development in the country generally. Information on the number of planning applications granted and refused in each of the main classes of development has been needed for many purposes. It enables planning authorities and the Government to watch changes in the total volume of development control work and distribution between the different classes of development and different parts of the country; and it helps the business community in general to obtain a picture of the changes that are taking place as towns and county areas are developed. The statistics consist of nine tables compiled from information supplied by all local planning authorities in England and Wales, giving totals of applications, grants and refusals by administrative counties, county boroughs, approved green belts, national parks, the four major regional divisions of England (London and South-East, Midlands, South-West, North) and Wales. The sixteen classes of development analysed include residential building, industrial building, offices, shops and restaurants, petrol stations and garages, caravan sites and car parks. Insofar as they relate applications for industrial building to other building developments, and to such other developments requiring planning permission as changes in the use of property, these statistics partly supplement the statistics on industrial building (based on the issue of Industrial Development Certificates) which are regularly issued by the Board of Trade in this JOURNAL. The new statistics will be issued annually. Copies: 1s. 6d. (by post 1s. 9d.) from HMSO and Government bookshops.

R. R. Neild's **Pricing and Employment in the Trade Cycle** (Cambridge University Press, 15s.) is a 'study of British manufacturing industry, 1950-61', published today as Occasional Papers no. 21 of the National Institute of Economic and Social Research. The Institute has for some time been making short-term forecasts for the economy in its periodical *National Institute Economic Review*, and its staff has undertaken various studies with the aim of improving these forecasts. This book (73 pages) is the result of one of those studies. It makes a detailed investigation of the facts that prices and employment and consumers' real incomes have tended to remain stable in Britain in spite of fluctuations in exports and investments, that prices have not weakened when demand has fallen, and that employers have been slow to dismiss labour when output has fallen. The method used is an analysis of available quarterly data on manufacturing industry. Although the results of the investigation are thus strictly relevant only for manufacturing industry, yet they throw some useful light on the current behaviour of the British economy as a whole.

Soviet Industrial Research – the report of the Federation of British Industries Research Delegation to the Soviet Union in October 1963. The primary purpose of the delegation's visit was to study the organization of research and development in the Soviet Union, with particular emphasis on the application of research findings in manufacturing industry. The training of scientists was examined in some detail. The delegation reports that the whole research activity – including fundamental research, even in the universities – appears to be aligned to ultimate industrial use more than is the case in Great Britain, and for this reason suggests that the USSR may become increasingly dominant in a number of specialist fields in the near future. Copies: 5s. from the Federation of British Industries, 21 Tothill Street, London, S.W.1.

Modern steelmaking may be said to date from the discoveries of Sir Henry Bessemer in 1856, and W. H. Dennis in his **Hundred Years of Metallurgy** (Duckworth, 35s.) records the significant advances that have been made in the industry since that date. One chapter is devoted to each of the main branches of metallurgy, and the author describes the inventions and patents which he considers the most relevant to the continued progress of the present 'age of steel'. His scope includes ferrous and non-ferrous metallurgy, ore-dressing, pyro-, electro- and hydro-metallurgy, the discoveries of new metals and metal-shaping processes, and includes developments in Europe and the United States as well as in this country.

Panama en Cifras (Panama in figures), a pocket-sized compendium of statistics covering the years 1958-62, has just been published by the Dirección de Estadistica y Censo in Panama. The figures cover a wide range of subjects, some in considerable detail. For example, the population statistics include figures for each large town, showing area, density of population, standard of education, numbers of Spanish and non-Spanish speakers, numbers of foreigners of each sex. Equally detailed statistics are given for industry, agriculture, employment, transport, trade and weather, among other things. In some instances the statistical tables are supplemented by charts and graphs.

Israel, published by the State of Israel Investment Authority, is an 'introduction to Israel and its investment climate'. After describing the country and its people the book deals with various aspects of the economy. Some industries are discussed individually, e.g. mining, building, fuel, transport, tourism and agriculture. Other chapters deal with foreign and home trade, taxation, business organization and financial services. A series of appendices gives lists of financial, scientific and technological institutions, and foreign firms in Israel, and some general financial information. Copies. free from the Government of Israel Investment Authority, Israel Embassy, 2 Palace Green, London W.8.

Overseas Advertising, The Americas and Australasia, is a select trade list of newspapers and periodicals published in Canada, the United States, South America, the West Indies, Australia, New Zealand and the Pacific Islands. As far as possible the list gives for each title cited the subjects covered by a periodical, its circulation figures, advertising and subscription rates, and such information as copy dates and the number of colours used. Copies: free from Publishing and Distributing Co. Ltd., 177 Regent Street, London W.1.

The Industrial Directory of Wales and Monmouthshire is published in a new edition every four years. The 1964 edition (335 pages) consists chiefly of classified and alphabetical lists of manufacturers and services, with separate sections giving brief details of hotels, trade associations, etc. Copies: 42s. from the Industrial Association of Wales and Monmouthshire, Aberdare House, Mount Stuart Square, Cardiff.

Lectures and research proposals from the OECD Mediterranean Regional Project's September 1962 training course for Human Resource Strategists published as **Planning Education for Economic and Social Development** highlight the problems for government advisers on manpower analysis and educational programming. This work gives the international picture, leaving the reports of the national teams to be published later. Copies: free from the Organization for Economic Co-operation and Development, 2 rue André Pascal, Paris 16e, France.

Other publications

DIPLOMATIC PRESS TRADE DIRECTORY OF THE FEDERAL REPUBLIC OF NIGERIA 1963-64, 'including classified trade index', 188p. Diplomatic Press and Publishing Co., 13 Cotswold Gardens, London N.W.2. 40s.

ECLIPSE . . .
the first name for magnetic tools
over 70% of the total production is exported
Eclipse
Made by James Neill & Co. (Sheffield) Ltd. and obtainable from all tool distributors

Looking overseas for your markets?

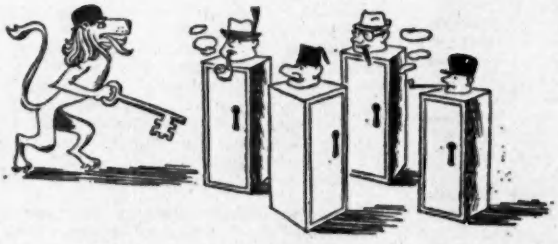
The Midland Bank can help you get down to business

Our Panel for Overseas Trade Development, comprising specialists in international trade, has been established specifically to help you develop markets abroad. If you are not sure how to begin or if you have export problems but don't know how they can be solved, come to the Midland Bank. You ask the questions, we will give the answers (if it is humanly possible) like this:

Q How can the Midland help me to select the best overseas markets?

A (i) By arranging for an experienced official to meet you and discuss your problems—at your own premises if you wish.

(ii) By giving you information about market conditions, opportunities and trends in countries throughout the world.



Q What are the best ways of selling my products overseas?

A (i) We can advise you on the methods most appropriate to your business.

(ii) We can seek agents or distributors to represent you abroad.

(iii) We can check the financial standing and creditworthiness of prospective agents and potential customers.

Q Where do I begin?

A Here. Telephone your local MIDLAND BANK branch manager, and tell him that you want to talk exports, or write to the Bank's Overseas Branch at 60 Gracechurch Street, London E.C.3.

Midland Bank

Expert Aid for Export Trade

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,095	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st Quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd Quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+ 35	— 6	— 8
3rd Quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+ 18	+13	+10
4th Quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd Quarter	115	117	131	126	115	102	126	104	126	147	127	+ 64	— 9	+21	— 3
3rd Quarter		121*				105		98*	128*				— 40*	—19*	— 8*
1963															
April	..	116	..	..	..	101	..	..	.	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	121*	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..		..	..	..	104	..	..		..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers: Mid-month or monthly average†	Wholly unemployed excluding school leavers: Change from previous period†	Wholly unemployed excluding school leavers: Normal seasonal change	Unfilled vacancies for adults: Mid-month or monthly average†	Unfilled vacancies for adults: Change from previous period†	Unfilled vacancies for adults: Normal seasonal change	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	133	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd Quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 25
3rd Quarter	127*	101*	121·3	+1·3	104·2*	122·0*	141·5	428	— 76	—34	157	+10	+ 6	132	131	
1963																
April	120	101	122·2	+2·1	104·0	121·7	140·6	553	— 75	—20	138	+16	+14	124	121	..
May	122	105	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123	105	122·1	+1·0	104·5	121·8	141·1	454	— 52	—33	158	+12	+13	128	130	..
July	123*	103*	121·4	+0·8	104·5	122·0	141·4	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	126*	100*	121·0	+1·3	104·1	122·0	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September	127*	101*	121·4	+1·8	104·0*	122·2*	141·7	430	nil	+11	158	+ 5	— 7	135	131	..
October		111*	121·8	+2·3	104·7*	122·3*	141·7	448	+ 18	+27	160	+ 2	—12	130	129	..
November					106·0*	122·3*		456	+ 8	+19	157	— 3	—16			

† NOT seasonally adjusted. * Provisional.

Industry's capital expenditure in third quarter of 1963

PROVISIONAL RESULTS for the third quarter of 1963 show that the volume of industry's capital expenditure (at 1958 prices, seasonally adjusted) fell by about 2 per cent compared with the previous quarter. Because of the uncertain effects of the cold weather in the early months of the year on capital projects and, correspondingly, on the amount of expenditure charged to capital account in the first and second quarters of the year, it is probably more significant to compare expenditure in the third quarter with the average of expenditure in these two quarters. On this basis industry's total expenditure (at 1958 prices, seasonally adjusted) in the third quarter remained unchanged. Expenditure on new building work in the third quarter was about 4 per cent higher, with expenditure on plant and machinery about 3 per cent lower than the average for the first two quarters of the year. Expenditure on vehicles showed a slight increase.

Within the total for private industry as a whole, the two broad sectors of industry had somewhat different experiences. Manufacturing industry's expenditure, which was 6 per cent lower in the first half of the year than in the second half of 1962, continued to decline in the third quarter to a point some 4 per cent lower than the average of the first two quarters of the year. By contrast the expenditure of the distributive and service industries, which

Industry's fixed capital expenditure
at 1958 prices, seasonally adjusted

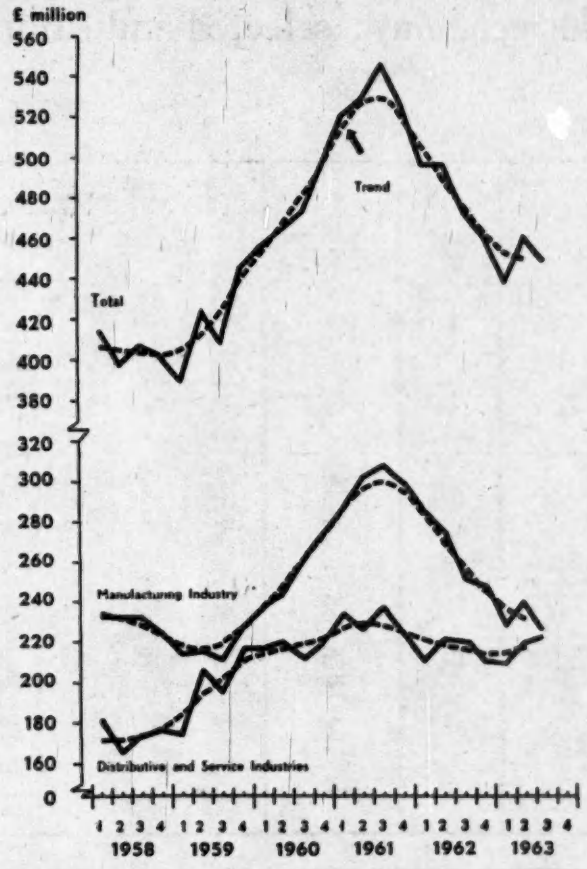


Table 1: Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	Analysis by Industrial Sectors		Total	Analysis by Type of Asset			Period
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery	
1958	922	699	1,621	449	378	794	1958
1959	871	795	1,666	457	422	787	1959
1960	1,016	869	1,885	530	469	886	1960
1961	1,195	923	2,118	634	445	1,039	1961
1962	1,059	865	1,924	620	370	934	1962
1958 1st quarter	233	181	414	112	99	203	1958 1st quarter
2nd quarter	232	166	398	113	90	195	2nd quarter
3rd quarter	232	175	407	113	95	199	3rd quarter
4th quarter	225	177	402	111	94	197	4th quarter
1959 1st quarter	215	175	390	108	93	189	1959 1st quarter
2nd quarter	216	207	423	112	111	200	2nd quarter
3rd quarter	212	196	408	111	101	196	3rd quarter
4th quarter	228	217	445	126	117	202	4th quarter
1960 1st quarter	238	217	455	130	115	210	1960 1st quarter
2nd quarter	244	220	464	130	119	215	2nd quarter
3rd quarter	261	212	473	133	115	225	3rd quarter
4th quarter	273	220	493	137	120	236	4th quarter
1961 1st quarter	286	234	520	147	121	252	1961 1st quarter
2nd quarter	302	226	528	160	107	261	2nd quarter
3rd quarter	308	238	546	162	116	268	3rd quarter
4th quarter	299	225	524	165	101	258	4th quarter
1962 1st quarter	285	211	496	158	92	246	1962 1st quarter
2nd quarter	274	222	496	159	96	241	2nd quarter
3rd quarter	252	221	473	161	89	223	3rd quarter
4th quarter	248	211	459	142	93	224	4th quarter
1963 1st quarter	228	210	438	136	97	205	1963 1st quarter
2nd quarter	240	220	460	145	104	211	2nd quarter
3rd quarter	225	224	449	145	102	202	3rd quarter

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent. of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included it is small, the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

remained at much the same level in the first half of this year as in the second half of last year, was some 4 per cent higher in the third quarter than it had been on average in the first two quarters.

For industry as a whole the figures of capital expenditure now available for the first nine months of the year are broadly consistent with the estimated changes in expenditure between 1962 and 1963, based on companies' forecasts submitted in the summer of this year. (See *Board of Trade Journal* of August 16, 1963). It seems probable, however, that the expenditure of manufacturing industry for 1963 as a whole will fall slightly more than was fore-

Table 2: Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	Analysis by Industry Group									Analysis by Type of Asset			Period
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries				
	Standard Industrial Classification Orders												
	III	IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, VIX and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery	
1958	112·6	197·0	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·5	622·1	1958
1959	106·5	169·0	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·2	589·9	1959
1960	128·5	149·8	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4	1960
1961	136·9	185·6	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·2	71·9	805·1	1961
1962	131·5	175·4	209·7	207·2	97·1	79·5	70·6	87·5	1,058·5	292·3	61·5	704·7	1962
1958 1st quarter	28·7	50·5	36·1	51·2	16·8	16·5	17·2	16·0	233·0	62·4	13·3	157·3	1958 1st quarter
2nd quarter	28·4	47·9	35·8	54·0	17·5	14·9	17·3	15·8	231·6	65·4	13·0	153·2	2nd quarter
3rd quarter	28·6	49·3	36·6	50·7	17·6	17·4	15·3	16·2	231·7	60·9	13·4	157·4	3rd quarter
4th quarter	26·9	49·3	35·0	48·9	17·9	14·8	15·4	17·1	225·3	58·3	12·8	154·2	4th quarter
1959 1st quarter	25·2	47·2	30·1	49·3	18·5	13·6	15·3	15·8	215·0	55·4	13·8	145·8	1959 1st quarter
2nd quarter	28·0	43·8	31·3	49·3	16·1	15·2	15·2	16·6	215·5	53·3	14·2	148·0	2nd quarter
3rd quarter	27·3	36·8	34·2	49·2	15·1	17·2	14·7	18·0	212·5	53·1	13·7	145·7	3rd quarter
4th quarter	26·0	41·2	34·1	53·0	19·3	20·5	15·1	18·7	227·9	62·0	15·5	150·4	4th quarter
1960 1st quarter	30·2	37·6	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5	1960 1st quarter
2nd quarter	31·5	35·6	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9	2nd quarter
3rd quarter	33·4	37·9	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7	3rd quarter
4th quarter	33·4	38·7	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3	4th quarter
1961 1st quarter	33·9	43·1	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8	1961 1st quarter
2nd quarter	34·8	45·9	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4	2nd quarter
3rd quarter	34·0	48·7	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9	3rd quarter
4th quarter	34·2	47·9	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·7	16·1	200·0	4th quarter
1962 1st quarter	33·4	47·0	55·7	57·5	25·6	24·1	18·4	22·9	284·6	79·5	16·3	188·8	1962 1st quarter
2nd quarter	32·3	45·8	57·5	53·4	23·6	20·9	18·2	22·7	274·4	77·2	14·8	182·4	2nd quarter
3rd quarter	32·1	41·4	44·7	51·0	25·6	17·7	17·5	21·8	251·8	71·3	15·0	165·5	3rd quarter
4th quarter	33·7	41·2	51·8	45·3	22·3	16·8	16·5	20·1	247·7	64·3	15·4	168·0	4th quarter
1963 1st quarter	29·8	36·5	36·4	50·7	23·4	17·6	15·7	17·7	227·8	61·8	17·1	148·9	1963 1st quarter
2nd quarter	32·4	39·2	34·4	51·6	25·7	16·8	18·8	20·7	239·6	66·2	19·5	153·9	2nd quarter
3rd quarter									224·9	61·9	19·3	143·7	3rd quarter

Table 3: Fixed capital expenditure of the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	Analysis by Industry Group					Analysis by Type of Asset			Period
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total				
	Standard Industrial Classification								
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, XXI, Part of XXII and XXIII	Building work	Vehicles	Plant and Machinery	
1958	73	130	147	349	699	202	326	171	1958
1959	88	163	161	383	795	234	364	197	1959
1960	96	175	158	440	869	266	394	209	1960
1961	101	198	128	496	923	316	373	234	1961
1962	97	219	102	447	865	328	308	229	1962
1959 1st quarter	22	38	36	79	175	53	79	43	1959 1st quarter
2nd quarter	22	40	46	99	207	58	97	52	2nd quarter
3rd quarter	22	41	35	98	196	59	87	50	3rd quarter
4th quarter	22	44	44	107	217	64	101	52	4th quarter
1960 1st quarter	20	44	39	114	217	67	98	52	1960 1st quarter
2nd quarter	25	44	42	109	220	67	101	52	2nd quarter
3rd quarter	25	42	40	105	212	64	96	52	3rd quarter
4th quarter	26	45	37	112	220	68	99	53	4th quarter
1961 1st quarter	27	44	39	124	234	73	102	59	1961 1st quarter
2nd quarter	26	48	27	125	226	79	88	59	2nd quarter
3rd quarter	25	53	32	128	238	82	98	58	3rd quarter
4th quarter	23	53	30	119	225	82	85	58	4th quarter
1962 1st quarter	22	57	26	106	211	78	76	57	1962 1st quarter
2nd quarter	23	55	31	113	222	82	81	59	2nd quarter
3rd quarter	27	54	22	118	221	90	74	57	3rd quarter
4th quarter	25	53	23	110	211	78	77	56	4th quarter
1963 1st quarter	22	53	22	113	210	74	80	56	1963 1st quarter
2nd quarter	26	49	16	129	220	79	84	57	2nd quarter
3rd quarter					224	83	83	58	3rd quarter

cast in the summer, but that this will be balanced by a small rise in the expenditure of the distributive and service industries (in place of the small fall forecast in the summer).

Manufacturing industry

Provisional estimates for the third quarter of 1963 suggest that the volume of capital expenditure by manufacturing industry (at 1958 prices, seasonally adjusted) fell by about 6 per cent between the second and third quarters of this year, after rising by about 5 per cent in the previous quarter. By comparison with the average of the first two quarters of the year there was a fall of about 4 per cent. Expenditure on new building work fell by 3 per cent, and on plant and machinery by 5 per cent, compared with average expenditure over the first two quarters of the year; expenditure on vehicles rose – but the figures involved are relatively small.

Detailed figures for individual industry groups will, as usual, not become available for the third quarter of the year until the final article – due to appear in the *Board of Trade Journal* on January 24, 1964. The provisional figures suggest, however, that in the third quarter of 1963 most of the decline in the capital expenditure of manufacturing industry, as compared with average expenditure in the previous two quarters, occurred in the metal manufacturing (primarily the iron and steel) and the vehicles groups of industries.

Distributive and service industries

Provisional estimates for the third quarter of 1963 show that the volume of capital expenditure of the distributive and service industries rose (at 1958 prices, seasonally adjusted) by about 2 per cent between the second and third quarters of the year, to a figure of £224 million, the largest quarterly total since the final quarter of 1961. As may be seen from Table 2, expenditure on new building work rose in the third quarter but there was little change in expenditure on vehicles or on plant and machinery. The comparison with average expenditure in the first two quarters gives rather larger rises in total expenditure and in new building work.

Details of the expenditure by separate industry groups will not be published until the final article due to appear in the *Board of Trade Journal* of January 24, 1964. The provisional figures suggest, however, that there were slight rises in the expenditure of most of these industry groups.

Table 4: Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	699	1,621
1959	867	786	1,653
1960	1,021	857	1,878
1961	1,239	926	2,165
1962	1,126	895	2,021
1958 1st quarter	221	182	403
2nd quarter	227	161	388
3rd quarter	230	165	395
4th quarter	244	191	435
1959 1st quarter	203	175	378
2nd quarter	209	202	411
3rd quarter	212	180	392
4th quarter	243	229	472
1960 1st quarter	221	211	432
2nd quarter	236	211	447
3rd quarter	271	199	470
4th quarter	293	236	529
1961 1st quarter	273	231	504
2nd quarter	304	221	525
3rd quarter	331	229	560
4th quarter	331	245	576
1962 1st quarter	281	213	494
2nd quarter	285	225	510
3rd quarter	277	225	502
4th quarter	283	232	515
1963 1st quarter	228	216	444
2nd quarter	252	223	475
3rd quarter	246	226	472

Notes relating to Tables 1, 2, 3 and 4

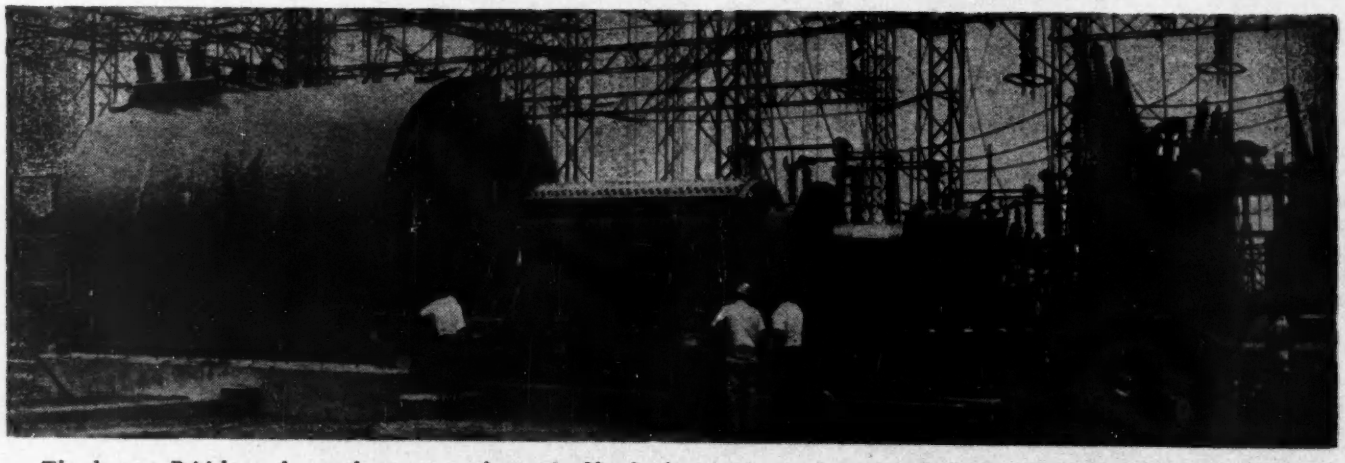
(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the quarterly industry group figures in Tables 2 and 3 because of the margins of error involved in the seasonal adjustments.

Largest British made synchronous condenser in the United States



The largest British made synchronous condenser in North America is now being installed. Made by English Electric at Stafford, it is the first hydrogen cooled unit to be manufactured in the United Kingdom. It is rated at 75/90 MVA. This unit is designed to operate at 1,200 r.p.m. on a 13,500 volt 3-phase 60 cycle system. Both the main machine and the exciter are hydrogen cooled. The nominal ratings at zero power factor leading are 75 MVA and 90 MVA respectively at 15 and 30 lb. per square inch gas pressure. The machine is also capable of a momentary output of 125 MVA to deal with load swings caused by system switching operations.

Fall in industry's stocks in third quarter of 1963

IT IS PROVISIONALLY estimated that the volume of stocks (at 1958 prices) held by manufacturers and distributors fell, after allowing for seasonal factors, by £67 million, or a little less than 1 per cent, during the third quarter of 1963. The fall in the volume of stocks was common to wholesale and retail distributors as well as to manufacturers.

Manufacturers' stocks

Provisional estimates for the third quarter of 1963 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices, seasonally adjusted) fell by £40 million. This fall reflects lower stocks both of materials and fuel and of finished goods, only partly offset by a slight increase in work in progress. The reduction in stocks in the second and third quarters of 1963 more or less balances the increase in the first quarter, so that the change in the level of manufacturers' stocks and work in progress over the first three quarters of the year has been negligible.

Detailed figures for individual sectors of industry will, as usual, not become available for the third quarter of the year until the final article, due to appear in the *Board of Trade Journal* of January 24, 1964. The provisional quarterly figures suggest that the decline in the seasonally adjusted volume of stocks and work in progress, experienced in the third quarter, was spread across most sectors of industry.

Wholesalers' stocks

It is provisionally estimated that the volume (at 1958 prices, seasonally adjusted) of stocks held by wholesalers fell by £19 million

Table 1. Changes in the volume of Industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesale Distribution	(d) Retail Distribution	(e) Total
Level of stocks at December 31, 1959	4,932	810	946	6,708
1958	+ 37	+ 14	+ 16	+ 67
1959	+ 73	+ 15	+ 49	+137
1960	+520	+ 48	+ 37	+605
1961	+230	+ 36	+ 4	+270
1962	+ 42	— 4	+ 40	+ 78
1958 1st quarter	+ 39	— 3	— 3	+ 31
2nd quarter	+ 7	— 11	— 8	— 12
3rd quarter	+ 10	+ 19	+ 20	+ 49
4th quarter	— 19	+ 11	+ 7	— 1
1959 1st quarter	+ 2	+ 16	— 14	+ 4
2nd quarter	— 10	+ 6	+ 23	+ 19
3rd quarter	+ 23	— 2	+ 17	+ 38
4th quarter	+ 58	— 5	+ 23	+ 76
1960 1st quarter	+ 90	+ 5	+ 18	+122
2nd quarter	+136	+ 12	+ 18	+166
3rd quarter	+148	+ 16	+ 2	+166
4th quarter	+137	+ 15	— 1	+151
1961 1st quarter	+ 79	+ 35	+ 8	+122
2nd quarter	+ 60	+ 19	+ 11	+ 90
3rd quarter	+ 46	— 13	— 8	+ 25
4th quarter	+ 45	— 5	— 7	+ 33
1962 1st quarter	— 4	— 10	+ 13	— 1
2nd quarter	+ 35	— 6	— 8	+ 21
3rd quarter	+ 18	+ 13	+ 10	+ 41
4th quarter	— 7	— 1	+ 25	+ 17
1963 1st quarter	+ 56	— 15	— 3	+ 38
2nd quarter	— 9	+ 21	— 3	+ 9
3rd quarter	— 40	— 19	— 8	— 67

Changes in industry's stocks
at 1958 prices, seasonally adjusted

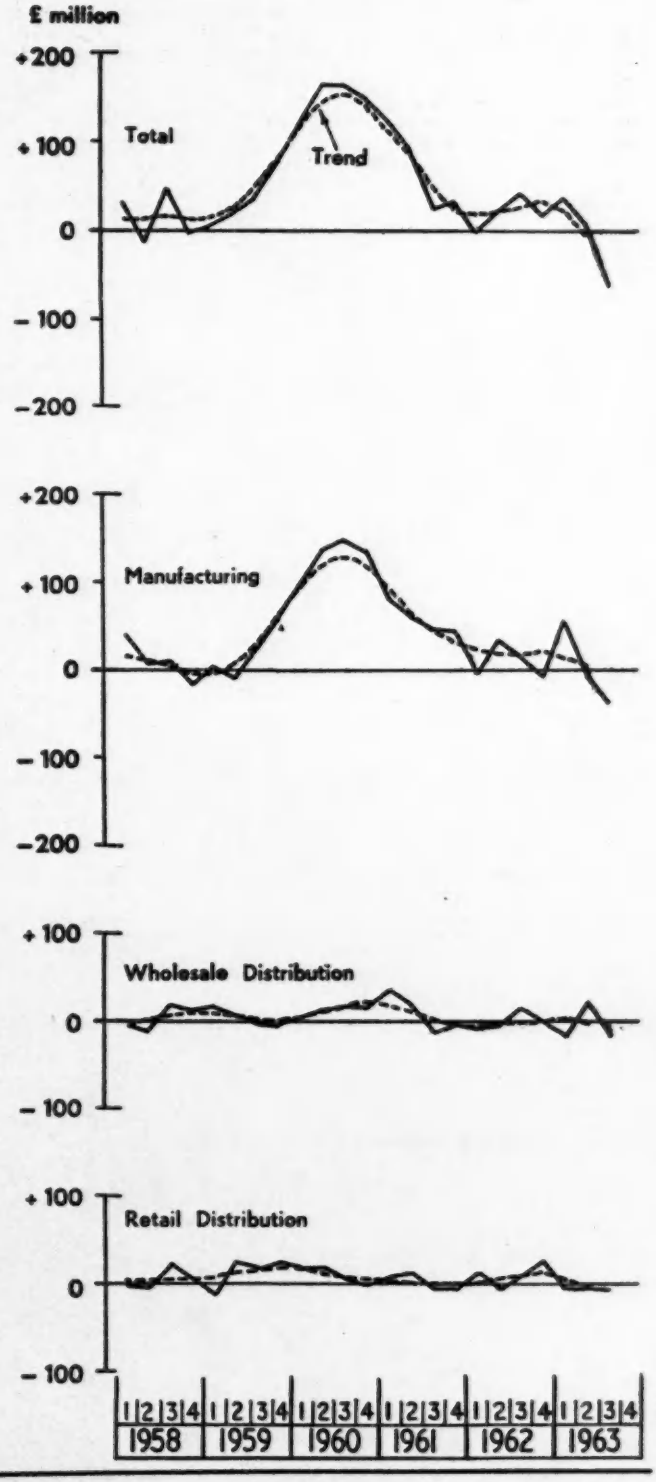


Table 2: Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	Analysis by Industry Group							Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Vehicles	Textiles, Leather and Clothing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of Stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1958	— 6	+ 9	—10	+ 32	+ 5	+ 7	+ 37	— 91	+ 27	+101
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+38	+ 8	—22	+ 36	— 8	—10	+ 42	— 55	+ 54	+ 43
1958 1st quarter	—19	— 1	+ 9	+ 33	+10	+ 7	+ 39	— 21	+ 26	+ 34
2nd quarter	+ 3	— 2	+ 2	+ 8	— 7	+ 3	+ 7	— 43	— 5	+ 55
3rd quarter	+ 3	+ 5	—18	+ 24	— 4	N/C	+ 10	— 15	+ 11	+ 14
4th quarter	+ 7	+ 7	— 3	— 33	+ 6	— 3	— 19	— 12	— 5	— 2
1959 1st quarter	+ 9	+12	— 8	— 11	— 3	+ 3	+ 2	— 4	+ 2	+ 4
2nd quarter	+14	+ 5	N/C	— 13	—13	— 3	— 10	+ 12	N/C	— 22
3rd quarter	+ 2	+ 4	— 5	+ 22	— 3	+ 3	+ 23	— 5	+ 19	+ 9
4th quarter	+ 1	+10	+ 3	+ 38	+ 7	— 1	+ 58	+ 13	+ 26	+ 19
1960 1st quarter	+ 3	— 2	+16	+ 56	+16	+10	+ 99	+ 47	+ 24	+ 28
2nd quarter	+15	+16	+14	+ 64	+12	+15	+136	+ 62	+ 37	+ 37
3rd quarter	+10	+16	+28	+ 55	+24	+15	+148	+ 70	+ 23	+ 55
4th quarter	+24	+11	+15	+ 75	—10	+22	+137	+ 46	+ 43	+ 48
1961 1st quarter	+ 4	+ 7	+13	+ 28	+ 8	+19	+ 79	+ 34	+ 40	+ 5
2nd quarter	N/C	+ 7	+ 1	+ 24	+11	+17	+ 60	+ 18	+ 17	+ 25
3rd quarter	+11	+ 4	— 6	+ 33	N/C	+ 4	+ 46	+ 12	+ 15	+ 19
4th quarter	+ 3	— 3	— 1	+ 49	+ 4	— 7	+ 45	— 13	+ 12	+ 46
1962 1st quarter	+ 4	— 4	— 9	+ 12	N/C	— 7	— 4	— 19	N/C	+ 15
2nd quarter	+18	N/C	— 4	+ 26	N/C	— 5	+ 35	+ 2	+ 26	+ 7
3rd quarter	+ 8	+ 7	—10	+ 19	— 5	— 1	+ 18	— 23	+ 22	+ 19
4th quarter	+ 8	+ 5	+ 1	— 21	— 3	+ 3	— 7	— 15	+ 6	+ 2
1963 1st quarter	—11	+ 8	+ 8	+ 39	— 7	+19	+ 56	— 11	+ 36	+ 31
2nd quarter	+31	— 2	+ 1	— 21	— 8	—10	— 9	— 1	+ 4	— 12
3rd quarter							— 40	— 22	+ 14	— 32

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers (a) (f)

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of Stocks at December 31, 1959
810	Wholesale distributors . . .	1959	+13	+ 1	—13	+ 9	+10	548
		1960	+ 5	+ 9	+11	+ 1	+26	
		1961	+30	+10	— 7	— 7	+26	
		1962	—11	—11	+ 6	+ 4	—12	
		1963	—13	+13				
831	Dealers in coal, builders' materials, etc.	1959	— 1	+ 4	+ 6	— 4	+ 5	77
		1960	— 1	+ 2	+ 1	+ 2	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 2	+ 1	+ 1	+ 4	+ 8	
		1963	+ 5	N/C				
832	Dealers in industrial materials and machinery	1959	+ 4	+ 1	+ 5	—10	N/C	185
		1960	+ 1	+ 1	+ 4	+12	+18	
		1961	+ 4	+ 8	— 5	+ 3	+10	
		1962	— 1	+ 4	+ 6	— 9	N/C	
		1963	— 7	+ 8				
	Total wholesalers	1959	+16	+ 6	— 2	— 5	+15	810
		1960	+ 5	+12	+16	+15	+48	
		1961	+35	+19	—13	— 5	+36	
		1962	—10	— 6	+13	— 1	— 4	
		1963	—15	+21	—19			

in the third quarter of 1963. This fall balances the rise in stocks during the second quarter of the year so that little change has taken place in the level of wholesalers' stocks during the last six months.

The separate figures for the three main types of wholesalers will be published in the final third quarter article in the *Board of Trade Journal* of January 24, 1964. The provisional quarterly results suggest, however, that the volume of stocks held by wholesale distributors and dealers in coal, builders materials, etc. (Standard Industrial Classification Minimum List Headings 810 and 831) both fell during the third quarter; stocks held by dealers in industrial materials and machinery (Minimum List Heading 832) increased during the quarter.

Retailers' stocks

Retailers' stocks showed a further slight fall during the third quarter of the year, after allowance is made for seasonal factors.

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors (a)

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of Stocks at December 31, 1959
Manufacturing (b)	1958	+ 54	+ 22	— 27	— 28	+ 21	
	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 10	+ 32	+ 17	+ 35	+ 94	
	1963	+ 67	N/C	+ 2			
Wholesale distribution (c)	1958	— 8	— 8	+ 37	— 15	+ 6	
	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 5	— 1	+ 32	— 30	+ 6	
	1963	— 6	+ 19	+ 18			
Retail distribution (d)	1958	+ 36	— 16	+ 5	— 4	+ 21	
	1959	+ 20	+ 22	— 3	+ 6	+ 45	945
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 73	+ 19	— 29	— 27	+ 36	
	1962	+ 87	— 5	— 13	— 1	+ 68	
	1963	+ 74	— 22	— 35			
Total (e)	1958	+ 82	— 2	+ 15	— 47	+ 48	
	1959	+ 64	+ 40	+ 39	+ 61	+204	6,812
	1960	+203	+214	+161	+118	+696	
	1961	+229	+143	+ 33	— 8	+397	
	1962	+102	+ 26	+ 36	+ 4	+168	
	1963	+135	— 3	— 15			

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for October

Unit value index numbers of exports and imports (Table 1.)

In October the import unit value index increased by one and a quarter per cent to 105, and there was a very slight movement in the export unit value index sufficient to raise the rounded index to 105. These movements caused the terms of trade to fall one point to 100 (1961 = 100).

The increase in the overall export unit value index was due to small increases in most groups of exported manufactures. In the rounded indices given in Table 1, only the overall export unit value index was affected by these small changes.

The increase in the import unit value index was due largely to an increase of nearly three per cent in the index for the food, beverages and tobacco class of goods caused mainly by a rise in the average value of imported sugar which almost returned to the high level reached last June. The basic materials index was also increased by three quarters of one per cent whilst the fuels index fell by half of one per cent.

Volume of exports and imports (Table 2.)

The rise in exports this year has been slackening in recent months. In the last three months the volume of exports was the same as in the previous three months and 5 per cent more than a year earlier. This latter figure is an indication of the rate of expansion earlier in the year and is more than the average annual growth in recent years. In the last three months there were increased exports of cars, ships and aircraft. Exports of fuels were substantially lower.

In the last three months there was a further increase in imports

which have been rising since the beginning of the year. The increase in volume was 2 per cent. Imports of industrial materials have grown very quickly since the second quarter. In the last three months the volume of these imports increased by 8 per cent with basic materials up 10 per cent and semi-manufactures up 5 per cent. There were moderate reductions in imports of food, beverages and tobacco, fuels and finished manufactures.

Note

This series of index numbers based on 1961 = 100 were introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September issue of *Economic Trends*.

U.K. import and export unit value index numbers (1)

TABLE 1. (1961 = 100)

	Imports					Exports								(2) Terms of Trade
								Manufactured Goods [5 to 8]						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non Manufactures [0 to 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1961 1st quarter	100	101	99	101	100	100	101	100	102	100	102	99	99	100
2nd quarter	102	102	102	101	101	101	101	101	101	101	100	100	101	99
3rd quarter	100	97	101	99	101	101	100	101	99	100	100	102	101	101
4th quarter	100	99	99	100	101	101	100	101	99	99	100	102	102	101
1962 1st quarter	100	101	98	100	99	101	101	102	98	100	102	102	101	102
2nd quarter	100	102	97	99	99	101	100	101	96	101	103	102	100	101
3rd quarter	100	102	95	99	101	101	99	102	96	101	102	103	101	102
4th quarter	100	105	94	98	101	102	99	102	97	100	102	104	102	101
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
1962 January	100	100	98	100	100	102	101	102	98	100	103	102	103	102
February	100	101	98	100	99	101	101	101	97	100	101	102	101	101
March	99	101	98	99	99	101	101	101	98	101	102	102	100	102
April	100	102	98	99	99	101	100	101	96	101	103	102	99	101
May	99	101	97	99	99	101	100	101	96	100	104	102	100	102
June	100	103	96	98	99	101	100	101	95	101	101	102	100	101
July	100	102	96	99	101	101	99	101	96	101	102	103	100	101
August	99	101	95	99	101	101	99	102	96	101	102	103	100	102
September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October	105	116	97	96	101	105	104	105	101	103	102	106	105	100

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.

(2) Export Unit Value Index as a percentage of the Import Unit Value Index.

(3) Export List Division 65.

(4) Export List Divisions 67, 68 and 69.

U.K. import and export volume index numbers (1)

TABLE 2.

(1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non Manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other [0-4]
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	113	104	102	110	101	107	99	100	100	103
1963													
Unadjusted													
1961 1st quarter	105	101	108	111	104	102	100	103	104	110	101	103	101
2nd quarter	101	99	103	100	101	101	94	103	99	97	104	105	98
3rd quarter	96	98	95	96	95	95	97	95	96	94	91	95	97
4th quarter	99	104	95	98	97	102	110	99	103	100	103	96	103
1962 1st quarter	103	107	94	110	102	100	106	100	105	101	99	100	95
2nd quarter	103	107	94	110	104	106	107	107	111	102	103	103	107
3rd quarter	102	100	96	121	102	98	109	96	105	93	96	93	102
4th quarter	104	101	101	116	107	105	119	102	110	102	102	99	107
1963 1st quarter	103	99	97	125	106	107	115	106	109	100	98	111	100
2nd quarter	106	102	94	126	112	110	123	109	116	102	101	111	109
3rd quarter	107	101	105	120	110	102	117	101	111	99	94	98	111
1963 January	109	99	114	138	106	103	109	103	109	94	92	109	92
February	96	92	85	110	102	101	111	100	99	97	95	103	99
March	105	106	91	126	108	117	126	116	119	108	106	121	110
April	104	102	89	131	109	107	118	105	109	98	97	103	106
May	114	108	100	138	121	117	128	117	128	108	113	118	113
June	101	98	95	110	106	107	121	105	113	101	94	106	108
July	113	109	106	122	121	108	115	107	115	104	100	106	117
August	105	97	109	118	105	103	124	101	114	103	93	97	115
September	103	97	101	119	105	96	112	93	103	91	90	91	102
October	117	112	109	113	130	112	128	110	116	105	105	109	117
November													
December													
Seasonally Adjusted													
1961 1st quarter	*104*	*98*	*109*	*111*	*104*	*101*	*99*	*102*	*102*	*106*	*101*	*101*	*102*
2nd quarter	*98*	*98*	*100*	*95*	*99*	*99*	*96*	*100*	*96*	*98*	*102*	*98*	*99*
3rd quarter	*99*	*103*	*95*	*94*	*99*	*101*	*103*	*100*	*100*	*98*	*98*	*102*	*100*
4th quarter	*99*	*101*	*95*	*99*	*98*	*99*	*103*	*98*	*101*	*98*	*99*	*97*	*100*
1962 1st quarter	*100*	*102*	*94*	*108*	*99*	*99*	*104*	*98*	*104*	*97*	*98*	*97*	*95*
2nd quarter	*102*	*107*	*92*	*106*	*103*	*104*	*109*	*103*	*108*	*102*	*102*	*102*	*107*
3rd quarter	*107*	*107*	*98*	*120*	*107*	*104*	*116*	*102*	*109*	*98*	*104*	*100*	*105*
4th quarter	*104*	*98*	*101*	*117*	*108*	*102*	*111*	*101*	*108*	*99*	*98*	*100*	*104*
1963 1st quarter	*101*	*96*	*96*	*123*	*104*	*105*	*113*	*104*	*108*	*96*	*96*	*107*	*100*
2nd quarter	*105*	*103*	*93*	*123*	*109*	*108*	*125*	*105*	*114*	*103*	*99*	*104*	*109*
3rd quarter	*110*	*108*	*105*	*118*	*113*	*109*	*124*	*107*	*116*	*105*	*101*	*106*	*115*
1963 January	*98*	*90*	*100*	*126*	*98*	*100*	*105*	*99*	*107*	*91*	*91*	*103*	*93*
February	*102*	*97*	*95*	*120*	*109*	*104*	*112*	*102*	*102*	*96*	*96*	*105*	*102*
March	*102*	*99*	*94*	*123*	*104*	*112*	*123*	*110*	*113*	*101*	*102*	*114*	*106*
April	*104*	*100*	*91*	*131*	*109*	*103*	*120*	*101*	*107*	*97*	*95*	*100*	*106*
May	*105*	*102*	*92*	*125*	*111*	*110*	*124*	*107*	*117*	*102*	*102*	*108*	*107*
June	*105*	*106*	*95*	*114*	*107*	*110*	*131*	*107*	*118*	*109*	*99*	*105*	*114*
July	*111*	*111*	*101*	*116*	*116*	*107*	*123*	*105*	*116*	*103*	*98*	*103*	*115*
August	*107*	*105*	*102*	*112*	*109*	*110*	*129*	*108*	*121*	*107*	*103*	*105*	*120*
September	*113*	*107*	*112*	*127*	*115*	*109*	*119*	*108*	*111*	*103*	*103*	*109*	*112*
October	*108*	*102*	*104*	*108*	*118*	*108*	*117*	*108*	*114*	*102*	*98*	*110*	*113*

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export List Division 65.
(3) Export List Divisions 67, 68 and 69.

SHIPPING MOVEMENT AT UNITED KINGDOM PORTS

Foreign and coastal trade movements in third quarter

THE TOTAL NET TONNAGE of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports during the third quarter of 1963 was just over 1 per cent higher than the corresponding period for 1962.

The Commonwealth share of the total entrances and clearances with cargo fell slightly although the net tonnage of Commonwealth vessels entering and clearing with cargo increased by 274 thousand.

The net tonnage of foreign vessels entering and clearing with cargo for the quarter showed an increase of 288 thousand over the same period for 1962. Vessels flying the Soviet flag increased by 160 thousand net tons. Increases were also made by vessels flying the flags of France, 306 thousand net tons (16 per cent), Greece, 190 thousand net tons (33 per cent), and Holland 251 thousand net tons (7 per cent). Those flying the flag of Italy fell by 254 thousand net tons (39 per cent) and those of Liberia fell by 310 thousand net tons (18 per cent).

Entrances and clearances with cargo from and to Northern European, European (Atlantic) and Western Mediterranean, West and South African and West Indian and Central American areas were higher than a year ago whilst those from and to the Central and Eastern Mediterranean, East African, Persian Gulf and Indian areas fell.

Arrivals and departures with cargo at the ports of Grimsby, Manchester, Middlesbrough, Newport (Mon.) and Southampton recorded increases of 153 thousand net tons (20 per cent), 190 thousand net tons (11 per cent) 139 thousand net tons (14 per cent) 149 thousand net tons (28 per cent) and 220 thousand net tons (3 per cent) respectively. Milford Haven recorded a fall of 138 thousand net tons (13 per cent).

Arrivals and departures with cargo in the coasting trade fell by almost 2 per cent over the same period for 1962.

TABLE 1 **Foreign trade entrances and clearances with cargo**

	Entered				Cleared			
	Number of vessels	Total	Commonwealth (*a*)	Foreign	Number of vessels	Total	Commonwealth (*a*)	Foreign
		Thousand tons net				Thousand tons net		
1962 1st quarter	12,993	21,513	10,776	10,737	11,417	12,942	7,499	5,443
2nd quarter	14,307	24,525	12,067	12,458	11,844	13,986	8,187	5,799
3rd quarter	14,986	26,090	12,678	13,411	12,433	15,798	9,013	6,785
4th quarter	13,243	23,306	11,267	12,039	11,549	13,593	7,892	5,701
1963 1st quarter	12,045	21,819	10,384	11,435	11,577	13,147	7,254	5,893
2nd quarter	14,527	25,105	12,202	12,903	12,594	14,829	8,175	6,654
3rd quarter	15,816	26,158	12,931	13,227	13,635	16,292	9,034	7,258

(*a*) Commonwealth and Irish Republic.

TABLE 2 **Foreign trade entrances and clearances in ballast**

	Entered				Cleared			
	Number of vessels	Total	Commonwealth (*a*)	Foreign	Number of vessels	Total	Commonwealth (*a*)	Foreign
		Thousand tons net				Thousand tons net		
1962 1st quarter	3,386	5,022	2,268	2,754	5,037	14,058	5,816	8,243
2nd quarter	4,040	6,014	2,917	3,097	6,704	16,530	6,785	9,746
3rd quarter	5,427	8,332	4,016	4,316	7,939	18,667	7,672	10,995
4th quarter	3,494	5,712	2,479	3,232	5,190	15,183	5,669	9,513
1963 1st quarter	3,974	5,281	2,397	2,884	4,694	14,519	6,164	8,355
2nd quarter	4,614	6,719	3,135	3,583	6,480	16,823	7,009	9,814
3rd quarter	5,800	8,106	4,086	4,019	8,038	18,215	8,173	10,042

(*a*) Commonwealth, Irish Republic and South Africa.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

TABLE 3 Foreign trade entrances and clearances with cargo

Thousand tons net

	Entered			Cleared		
	1962	1963	1963	1962	1963	1963
Nationality of Vessels	3rd Qtr.	2nd Qtr.	3rd Qtr.	3rd Qtr.	2nd Qtr.	3rd Qtr.
Commonwealth (*a*):						
Registered in United Kingdom	12,099	11,554	12,317	8,518	7,681	8,538
Registered in Canada	34	6	—	—	6	—
Registered in Other Countries (*a*)	545	643	614	495	488	496
Total Commonwealth (*a*)	12,678	12,202	12,931	9,013	8,175	9,034
Soviet	146	194	233	60	111	133
Finnish	143	147	167	83	99	99
Swedish	1,036	1,010	1,028	420	321	311
Norwegian	2,481	2,538	2,490	973	1,035	911
Danish	646	633	647	482	406	498
Polish	44	41	53	51	39	52
German	867	816	847	563	545	590
Dutch	1,960	2,034	2,155	1,477	1,465	1,533
Belgian	599	441	583	497	412	569
French	1,141	1,133	1,282	786	702	951
Spanish	105	121	84	99	89	125
Italian	620	452	376	26	49	16
Yugoslav	41	36	53	35	17	16
Greek	426	583	499	148	122	265
United States of America	784	747	758	710	737	659
Panamanian	306	280	300	52	104	113
Liberian	1,652	1,302	1,255	27	148	114
Other	417	397	416	297	255	299
Total Foreign	13,411	12,903	13,227	6,785	6,654	7,258
TOTAL	26,089	25,105	26,158	15,798	14,829	16,292
Trading Areas						
Irish Republic	1,465	1,146	1,528	1,338	1,152	1,438
Northern Europe (Foreign)	6,104	5,398	6,692	5,664	5,484	5,666
Europe (Atlantic) and Western Mediterranean Countries	2,746	2,661	2,894	2,009	1,967	2,452
Central and Eastern Mediterranean Countries	1,975	1,644	1,736	521	420	525
West and South Africa	1,108	1,402	1,200	581	613	627
East Africa, Persian Gulf, India	4,223	4,580	3,757	780	726	759
Eastern Asia and Islands in the Pacific	685	683	609	549	510	572
Australasia	802	869	816	563	481	553
North America (Atlantic Coast)	4,155	3,449	3,966	2,792	2,595	2,727
West Indies and Central America (Atlantic Coast)	1,844	2,246	1,980	406	328	415
South America (Atlantic Coast)	497	487	502	344	306	309
South and Central America (Pacific Coast)	146	149	122	82	91	91
North America (Pacific Coast)	317	362	344	165	152	151
Other Areas	24	31	12	3	3	6
Total Commonwealth Countries (*a*)	9,922	9,233	9,540	4,510	3,955	4,513
Total Foreign Countries	16,167	15,872	16,619	11,288	10,874	11,779
TOTAL	26,089	25,105	26,159	15,798	14,829	16,292

(*a*) Commonwealth and Irish Republic.

FOR *YOUR* WORLD TRANSPORT
(*ANYTHING - ANYWHERE*)
WORLD TRANSPORT AGENCY LIMITED
20/22 EMERSON STREET LONDON S.E.1
Tel: WATerloo 6996 • Telex: 28401 London
BRANCHES: MANCHESTER • BRADFORD • HULL SHEFFIELD LIVERPOOL • LEICESTER • STOKE
AIRPORT OFFICES: LONDON • BIRMINGHAM • MANCHESTER SOUTHEND • YEADON • GATWICK
Ask / 'WORLD TRANSPORT' first!

TABLE 4 **Foreign trade arrivals and departures at principal ports** Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1962 3rd Qtr.	1963 2nd Qtr.	1963 3rd Qtr.	1962 3rd Qtr.	1963 2nd Qtr.	1963 3rd Qtr.	1962 3rd Qtr.	1963 2nd Qtr.	1963 3rd Qtr.	1962 3rd Qtr.	1963 2nd Qtr.	1963 3rd Qtr.
Blyth	6	1	5	36	34	33	33	38	28	45	50	31
Bristol	1,103	1,049	1,044	1,134	1,076	1,058	193	118	142	1,019	1,059	1,028
Cardiff	483	417	425	603	498	607	185	180	250	685	622	682
Dover	1,071	924	1,128	2,878	1,876	3,118	1,038	868	1,154	2,860	1,826	3,103
Falmouth (including Truro)	8	3	9	295	229	241	19	3	8	503	437	498
Folkestone	239	186	241	493	335	499	136	155	142	509	312	487
Grimsby (inc. Immingham)	526	558	545	682	795	802	228	348	362	633	786	811
Harwich	1,079	928	1,078	1,127	976	1,151	1,085	938	1,087	1,124	981	1,134
Holyhead	557	336	558	615	351	601	533	337	541	613	345	605
Hull	1,137	1,233	1,108	1,223	1,382	1,295	423	491	536	1,126	1,303	1,228
Lancaster	99	107	54	103	113	60	2	18	10	78	87	60
Liverpool	4,174	3,910	3,892	4,919	4,692	4,627	2,042	2,010	2,121	4,820	4,524	4,588
London	7,160	7,515	7,086	9,413	9,496	9,043	4,093	3,939	3,888	9,180	9,112	8,805
Manchester (inc. Runcorn)	1,225	1,329	1,387	1,289	1,410	1,448	472	491	500	1,193	1,290	1,438
Middlesbrough	479	521	633	818	820	915	542	554	527	954	946	1,013
Milford Haven	823	822	800	1,009	1,010	939	211	190	96	987	949	828
Newhaven	180	120	173	213	152	214	204	121	202	214	147	221
Newport (Mon.)	266	278	346	427	435	543	261	205	330	473	424	585
Plymouth	164	131	105	345	348	233	51	74	47	305	380	287
Southampton	4,358	4,408	4,530	6,150	5,750	6,059	2,565	2,306	2,613	6,075	5,718	6,000
Swansea	269	321	300	660	719	718	630	633	633	805	908	843
Tyne ports	706	593	711	1,080	1,043	1,071	547	440	630	1,190	1,118	1,226
Glasgow	1,219	1,159	1,169	1,429	1,353	1,343	753	732	810	1,636	1,457	1,442
Grangemouth	273	280	258	416	428	449	341	316	330	441	403	439
Greenock	341	223	328	693	450	656	235	193	236	642	453	699
Leith	233	227	212	284	228	242	100	82	105	246	207	223
Belfast	450	419	449	503	468	486	107	82	94	490	433	514
Other ports	2,268	2,041	2,319	2,808	2,518	2,951	1,209	1,146	1,310	2,704	2,481	2,843
Total	30,898	30,040	30,892	41,644	38,985	41,402	18,236	17,008	18,730	41,551	38,762	41,660

TABLE 5 **Coasting trade arrivals and departures at principal ports** Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1962 3rd Qtr.	1963 2nd Qtr.	1963 3rd Qtr.	1962 3rd Qtr.	1963 2nd Qtr.	1963 3rd Qtr.	1962 3rd Qtr.	1963 2nd Qtr.	1963 3rd Qtr.	1962 3rd Qtr.	1963 2nd Qtr.	1963 3rd Qtr.
Blyth	3	4	4	496	586	501	480	576	495	489	581	503
Bristol	221	262	220	403	431	425	126	124	170	453	462	470
Cardiff	114	65	92	494	312	401	90	70	54	356	202	302
Cowes	851	545	593	1,498	1,233	1,541	814	506	614	1,488	1,232	1,595
Falmouth	56	38	45	272	280	296	48	22	26	100	62	90
Hartlepool	1	2	2	166	211	179	155	205	108	179	224	135
Hull	229	245	230	270	328	300	28	44	66	339	354	350
Immingham	77	131	82	171	293	223	66	131	86	216	288	220
Lancaster	380	370	401	516	423	513	470	397	411	529	434	508
Liverpool	711	693	720	1,053	1,015	1,057	741	717	770	1,201	1,099	1,169
London	1,709	2,171	1,749	2,531	2,819	2,416	796	701	616	2,687	2,949	2,704
Manchester	264	197	248	410	335	375	322	221	219	498	370	375
Middlesbrough	158	129	99	394	391	325	73	89	92	270	243	250
Milford Haven	97	97	87	502	457	451	508	604	474	553	668	509
Newport (Mon.)	100	79	91	156	181	177	27	45	33	126	150	159
Portsmouth	97	112	105	977	781	1,036	23	21	22	989	785	1,040
Preston	198	228	202	228	255	225	184	216	184	240	273	247
Southampton	762	788	813	1,317	1,485	1,476	1,135	1,288	1,287	1,370	1,435	1,575
Sunderland	58	57	56	438	645	537	331	520	444	396	604	510
Swansea	59	62	63	417	438	417	198	178	213	271	236	289
Tyne ports	120	163	135	1,052	1,171	956	556	677	570	925	1,027	829
Glasgow	434	309	296	678	490	569	176	189	191	406	436	460
Belfast	1,481	1,453	1,450	1,726	1,550	1,774	1,183	1,165	1,161	1,702	1,580	1,709
Other ports	2,894	2,924	3,055	4,748	4,248	4,943	2,047	1,975	2,131	4,686	4,291	4,935
Total	11,074	11,124	10,836	20,913	20,356	21,114	10,579	10,681	10,436	20,466	19,983	20,930

(Continued on next page)

TABLE 6 Coasting trade

	Arrived with cargo			Departed with cargo		
	No. of vessels	Commonwealth (*a*)	Foreign	No. of vessels	Commonwealth (*a*)	Foreign
		Thous. tons net			Thous. tons net	
1962 1st Quarter	20,745	9,444	1,295	20,415	9,059	1,294
2nd Quarter	23,449	9,976	1,198	22,293	9,543	1,253
3rd Quarter	21,826	9,623	1,451	20,779	9,087	1,492
4th Quarter	18,028	8,567	1,485	19,123	8,925	1,362
1963 1st Quarter	19,324	9,112	1,668	18,741	8,720	1,668
2nd Quarter	20,732	9,621	1,504	19,421	9,217	1,464
3rd Quarter	21,171	9,562	1,274	19,717	9,080	1,356

(*a*) Commonwealth and Irish Republic.

Rubber stockpile disposals

710 tons of rubber from the Board of Trade's stockpile has been sold this month for delivery as follows:

December	15 tons
January	265 tons
February	165 tons
March	265 tons

There is now approximately 4,270 tons of rubber remaining in the stockpile.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Trailers for August 1963.
Carriages & Wagons for September 1963.
Locomotives for September 1963.
Office Machinery for September 1963.
Gramophone Records for October 1963.
Home grown Timber for October 1963.
Paper & Paper-making Materials for October 1963.
Wood Chipboard for October 1963.

Quarterly at 7s. 6d. a year, post free:

Bedding for July-September 1963.
Colours for July-September 1963.
Gloves and Mittens for July-September 1963.
Lace for July-September 1963.
Silk Weaving & Converting for July-September 1963.
Synthetic Resins & Plastics Materials for July-September 1963.

Output in the wool textile industry

THE volume of production in the wool textile industry in October was 4 per cent more than in October 1962.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, production of tops was 3 per cent more than in October 1962. Deliveries of worsted yarn were 8 per cent more and woven fabrics (excluding blankets) were at about the same level.

Compared with the same months last year deliveries of worsted yarn in the period January-October were 4 per cent more but deliveries of woven fabrics (excluding blankets) were 1 per cent less.

Output of the wool textile industry

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Mn. sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1962 1st quarter	121·5	80·9	75·0	60·7	40·9	43·5	8·1
2nd quarter	113·2	73·1	76·0	56·1	42·9	36·0	6·6
3rd quarter	97·4	63·9	66·0	52·4	44·4	33·0	8·1
4th quarter	116·3	76·9	73·0	60·1	47·5	39·7	10·0
1963 1st quarter	121·6	80·9	80·6	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
3rd quarter	102·8	68·8	71·0	55·8	46·5	34·3	8·5
1962 Aug.	25·8	15·0	..	14·6	12·1	9·3	2·8
Sept.	35·8	23·8	..	19·7	16·0	12·0	3·2
Oct.	41·1	26·7	..	22·2	18·1	14·0	3·8
1963 August	26·3	15·9	..	15·1	12·3	8·6	2·6
Sept.	37·8	25·7	..	20·8	16·9	13·1	3·6
Oct.	42·3	27·5	..	23·9	18·1	14·0	4·1

(*a*) Including hair. (*b*) Estimated. (*c*) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Gold currency reserves in November

H.M. TREASURY announced on December 3 that the gold and convertible currency reserves rose by £6 million to stand at £990 million on November 30.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday December 6, 1963.
The title of the film 'Spooky-Yaki' (F.28941) registered on November 20, 1963, has been corrected to read 'Spooki-Yaki'.
Where the title appears in italics the film forms part of a series.
Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 19:					
Digging up the Past	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28968	9	December 2
Inheritance	Mithras Films Ltd.	Mithras Films Ltd.	Br/E 28975	28	December 3
What a Crazy World	Warner-Pathe Distributors Ltd.	Capricorn Productions	Br/E 28979	88	December 5
R.M.S. Windsor Castle	Saxon Film Company Ltd.	Jack Howells Productions	Br/E 28982	30	December 6
Pathe News 63-97	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28588	8	December 6
Pathe News 63-98	" "	" "	Br/E 28589	9	December 6
Movietone News 1799A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28535	10	December 6
Movietone News 1800	" "	" "	Br/E 28536	6	December 6
		FOREIGN			
Bad Girl	Regal Films International Ltd.	Howco Productions Incorporated	F 28963	80	December 2
Land of Homer	Rank Film Distributors Ltd.	Universal International Films Inc.	F 28964	9	December 2
Goose in the Rough	" "	" "	F 28965	6	December 2
Charlie's Mother-in-Law	" "	" "	F 28966	6	December 2
Short in the Saddle	" "	" "	F 28967	6	December 2
Rocky Jones – Space Ranger (Nos. 30-39):					
Blast Off – Episode 1	Animated Motion Pictures Ltd.	Roland Reed Productions Inc.	F 28969	20	December 2
Blast Off – Episode 2	" "	" "	F 28970	20	December 2
Blast Off – Episode 3	" "	" "	F 28971	20	December 2
The Cold Sun – Episode 1	" "	" "	F 28972	20	December 2
The Cold Sun – Episode 2	" "	" "	F 28973	20	December 2
The Cold Sun – Episode 3	" "	" "	F 28974	20	December 2
Lassie's Great Adventure	Twentieth Century-Fox Film Co. Ltd.	The Jack Wrather Organization	F 28976	92	December 3
Between Love and Duty	E. J. Fancey Productions Ltd.	Farline Productions S.A.	F 28977	68	December 3
Sword in the Stone	Walt Disney Productions Ltd.	Walt Disney Productions	F 28978	80	December 3
Mad as a Mars Hare	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 28980	7	December 6
Gunfight at Comanche Creek	" "	Allied Artists Picture Corporation	F 28981	90	December 6

Production in the cotton industry

THE volume of production in the cotton industry in October was 3 per cent more than in October 1962.

Statistics issued by the Cotton Board show that in the 10 months January-October output of single yarn was at about the same level as last year. The yardage of cloth woven was 3 per cent less but the amount of yarn doubled 11 per cent more.

Yarn and cloth production

(All figures are weekly averages)

	Single yarn (a)		Double yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1962 July	7·56	1·76	2·18	1·63	13·7	8·2
August*	8·46	2·07	2·01	1·40	18·8	9·2
September	9·28	2·21	2·42	1·76	19·0	10·7
October*	10·13	2·47	2·62	1·81	20·3	11·4
November	10·34	2·49	2·69	1·90	20·7	11·5
December	8·73	2·15	2·28	1·69	17·8	9·9
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5
March	9·94	2·57	2·68	2·10	20·4	11·8
April	8·96	2·30	2·48	1·99	19·0	10·8
May*	10·21	2·63	2·76	2·31	20·9	11·4
June	8·31	2·20	2·31	1·77	19·7	10·7
July*	7·59	1·82	2·16	1·94	13·7	8·0
August	9·61	2·45	2·38	2·05	20·5	10·3
September	9·16	2·42	2·47	2·01	19·5	10.4
October*	10·22	3·38	2·74	2·22	21·2	11·5

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

Sales by wholesale textile houses in October

SALES BY WHOLESALE textile houses increased seasonally in October and were again 9 per cent higher than a year earlier. There had been an increase of 9 per cent in September and of 7 per cent in the third quarter as a whole.

The value of stocks held at the end of October was 1 per cent lower than a year ago.

Note:

These statistics are prepared by the Wholesale Textile Association. Inquiries should be addressed to: The Secretary, The Wholesale Textile Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index Numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1961 Year	107	+1	..	..
1962 Year	105	—2	..	..
1962 3rd Quarter	100	—2	140	—4
4th Quarter	129	+3	113	—2
1963 1st Quarter	92	—3	139	Nil
2nd Quarter	98	Nil	127	Nil
3rd Quarter	107	+7	143	+2
1963 January	70	Nil	119	—1
February	85	—6	136	—1
March	120	—2	139	Nil
April	101	+3	131	—1
May	105	—2	131	+1
June	88	Nil	127	Nil
July	78	+7	135	+2
August	94	+4	147	+2
September	148	+9	143	+2
October	158	+9	138	—1

Analysis by department

Percentage of corresponding values for 1962.

	Sales (b)		Stocks (b)
	October	January-October	At end of October
Women's knitted outerwear, blouses and skirts	113·3	103·2	103·9
Women's coats, costumes, furs and raincoats	102·0	97·1	101·5
Women's underwear	111·7	105·7	96·2
Women's hose and children's socks	117·3	105·1	85·8
Women's millinery	104·0	96·4	94·1
Haberdashery, ribbons and wool	103·0	101·2	117·5
Children's wear	107·3	102·7	104·6
Men's and boys' shirts, pyjamas and outfitting	112·8	106·6	98·2
Gloves	112·6	108·3	135·7
Piece-goods and nets	110·2	99·4	87·5
Household textiles	98·6	100·1	91·9
Floor-coverings, furniture and hardware	106·1	104·2	87·3
Grand total (a)	108·6	102·5	98·8

Notes:
(a) Including some items not included among the sub-headings.
(b) Valued at cost.

Orders in the textile and clothing industries

THERE was marked buoyancy in ordering in the grouped textile and clothing industries in October. The volume of orders on hand at the end of October was 10 per cent more than at the end of September and is the highest recorded since August 1961.

Compared with a year earlier, the rate of receipt of net new orders was 15 per cent more, the highest recorded since the inception of the series in April 1959. Deliveries were 7 per cent more.

There are marked seasonal fluctuations in demand in the textile and clothing industries, and sharp month to month changes in the rate at which orders are received should not, by themselves, be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	99	92	93
1962 1st quarter	98	91	96
2nd quarter	99	90	91
3rd quarter	92	83	89
4th quarter	100	103	97
1963 1st quarter	100	96	94
2nd quarter	105	96	93
3rd quarter*	101	89	92
1962 August	93	70	76
September	92	105	106
October	99	117	99
1963 August*	100	75	83
September*	101	110	108
October*	111	134	107

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscriptions and sales inquiries should be addressed to the publishers at either of the following addresses: York House, Kingsway, London W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

Private pension funds show more interest in securities in third quarter of 1963

THIS ARTICLE surveys transactions in the assets of private pension and superannuation funds in the third quarter of 1963. Previous surveys of holdings of assets at end-1962 and of transactions in assets during the first and second quarters of 1963 were published in the *Board of Trade Journal* dated July 26 and September 20.

The figures of transactions, in the table below, show that there was a marked increase in the third quarter of 1963 in investment in securities – £45·1 million compared with £37·8 million in the first quarter and £36·0 million in the second. This increased investment was reflected in a liquidation of cash and short-term assets in the third quarter, balances falling by £4·3 million compared with a rise of £4·5 million in the second quarter.

Of the total net investment of £45·1 million, £35·3 million was in company securities, £6·5 million in local authority stocks (against £0·6 million and £2·2 million in the first and second quarters) and £4·9 million in mortgages, property, etc. There was a net disinvestment in Government securities of £1·6 million, but this was less than the earlier quarter's sales of £2·9 million and £4·5 million.

Among the differences in investment pattern was an investment of £6·8 million in dated Government securities with over 10 years to maturity, compared with sales of around £4 million in the first six months of the year. This investment in 'long' Government stocks was offset by 'switching' from shorter-dated stocks, investment in those with over 5 and under 10 years to maturity falling by £7·1 million during the quarter. Net purchases of local authority securities with over 10 years to maturity amounted to £7·4 million and of this £5·9 million was in stocks with over 15 years to maturity and undated, and may be the result of the payment of call money in August and September on stocks issued in the previous quarter by several local authorities.

The investment pattern for company securities and other investments in the third quarter was much the same as in the second; exceptions were preference shares which changed from an investment of £0·6 million to a disinvestment of £0·7 million, and mortgages and loans, which rose from a disinvestment of £0·3 million to an investment of £0·4 million.

Two hundred and sixty-six funds, with assets at end-1962 of £2,094 million, contributed to the inquiry in the third quarter compared with 249 funds with assets at end-1962 of £2,032 million in the first quarter and 259 funds with assets at end-1962 of £2,048 million in the second. Thus, the coverage of the figures has improved since the inquiries began some nine months ago and, at the same time, the time lag between quarter endings and the publication of figures has lessened. For notes and definitions see article in *Board of Trade Journal* dated September 20, 1963.

Transactions in assets of private pension funds

£ million

Assets	1st Quarter, 1963			2nd Quarter, 1963			3rd Quarter, 1963		
	Assets Acquired	Assets Realized	Net Investment	Assets Acquired	Assets Realized	Net Investment	Assets Acquired	Assets Realized	Net Investment
Public sector securities:									
British Government and Government guaranteed securities:									
Period to maturity:									
Up to 5 years	2·3	3·1	— 0·8	0·5	2·8	— 2·3	1·0	1·9	— 0·9
Over 5 and under 10 years	2·4	2·7	— 0·2	3·5	3·8	— 0·4	1·7	8·7	— 7·1
Over 10 and under 15 years	1·2	1·4	— 0·2	4·4	4·4	— 0·1	8·5	5·9	+ 2·6
Over 15 years	20·0	21·3	— 1·3	18·1	20·4	— 2·3	13·3	9·1	+ 4·2
Undated	1·1	1·5	— 0·4	0·7	0·2	+ 0·6	0·4	0·8	— 0·4
Local authorities, etc., securities:									
Period of maturity:									
Up to 10 years	0·3	0·9	— 0·6	0·4	0·8	— 0·4	1·3	2·2	— 0·9
Over 10 and under 15 years	2·1	1·2	+ 0·9	0·5	1·2	— 0·7	2·7	1·3	+ 1·5
Over 15 years and undated	1·3	1·0	+ 0·3	4·2	0·8	+ 3·3	7·9	2·0	+ 5·9
Total of public sector securities	30·7	33·1	— 2·4	32·3	34·5	— 2·2	36·8	31·8	+ 5·0
Other assets:									
Company securities:									
Ordinary shares	31·1	9·3	+21·8	31·9	6·9	+25·0	33·8	7·2	+26·6
Preference shares	0·9	0·4	+ 0·6	1·4	0·7	+ 0·6	1·3	2·0	— 0·7
Debentures, etc.	13·9	2·1	+11·7	11·1	2·7	+ 8·4	13·5	4·1	+ 9·4
Mortgages and loans	1·7	0·8	+ 0·9	0·9	1·2	— 0·3	1·8	1·4	+ 0·4
Overseas Government, etc., securities	1·0	1·4	— 0·4	1·1	1·4	— 0·3	0·8	1·7	— 0·8
Other investments	6·2	0·6	+ 5·6	5·0	0·3	+ 4·8	5·7	0·3	+ 5·3
Total of other assets	54·8	14·6	+40·2	51·3	13·1	+38·2	56·9	16·7	+40·1
Total transactions	85·5	47·7	+37·8	83·6	47·7	+36·0	93·7	48·6	+45·1
	BALANCES			BALANCES			BALANCES		
	Dec. 31, 1962	March 31, 1963		March 31, 1963	June 30, 1963		June 30, 1963	Sept. 30, 1963	
Cash and other short-term assets:									
Cash in hand and with United Kingdom banks	24·0	15·7	— 8·3	16·1	23·2	+ 7·0	23·8	20·8	— 3·0
United Kingdom local authority bills and temporary money	6·7	12·3	+ 5·6	12·6	10·2	— 2·4	11·0	11·2	+ 0·2
Other short-term assets	6·8	12·7	+ 5·9	12·8	12·9	—	13·3	11·2	— 2·1
Less short-term liabilities	5·9	9·7	— 3·8	9·8	9·9	— 0·2	12·0	11·4	+ 0·6
Total net cash and other short-term assets	31·6	31·0	— 0·6	31·8	36·3	+ 4·5	36·1	31·8	— 4·3
Total net investment			+37·3			+40·4			+40·8
Number of funds contributing to inquiry		249			259			266	
Assets at end-1962 of funds contributing to inquiry £ million		2,032			2,048			2,094	

— = nil or less than half the final digit shown.

MOTOR UNION *All classes of Insurance Transacted*
INSURANCE COMPANY LTD. **ROYAL EXCHANGE, LONDON, E.C.3**

WHOLESALE PRICE INDICES

Further rise in materials prices

AVERAGE PRICES of materials and fuel used in the non-food sector of manufacturing industry increased further in November. Although higher prices of raw wool were responsible for over half this increase there were small rises in a number of other materials. The index average 105·3 for October/November compared with 104·2 for the third quarter and 102·5 in the fourth quarter of last year. Prices of materials and fuel entering the food sector were up by more than 10 per cent in October/November compared with

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962		1963			1962	1963						
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr	Nov.	May	June	July	Aug.	Sept.	Oct.	Nov.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	99·5	100·4	102·1	102·1	101·5*	100·4	104·6	99·6	101·2	100·2	103·0*	106·4*	105·7*
	Basic materials	94·7	95·7	97·5	97·5	96·8*	95·6	100·3	94·7	95·9	95·3	98·5*	102·3*	101·4*
	Fuel	136·4	137·1	137·5	137·5	137·6*	137·2	137·5	137·5	137·5	137·7	137·7*	137·7*	138·3*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	102·2	102·5	103·6	104·2	104·2*	102·6	104·2	104·5	104·5	104·1	104·0*	104·7*	106·0*
	Basic materials other than fuel	96·2	96·5	97·7	98·4	98·3*	96·6	98·4	98·8	98·7	98·2	98·1*	99·0*	100·4*
211 to 229	Materials and fuel used in the food manufacturing industries.	93·5	96·1	98·7	97·5	95·8*	95·7	104·7	89·6	94·4	92·4	100·7*	109·0*	104·5*
263 to 277	Materials and fuel used in the chemicals and allied industries.	104·3	104·3	105·1	106·9	107·9*	104·3	106·8	107·3	107·8	107·9	108·0*	107·5*	107·6*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	130·2	130·5	130·6	130·7	130·7*	130·5	130·8	130·7	130·7	130·7	130·7*	130·9*	131·0*
361	Materials and fuel used in the electrical machinery industry.	120·1	120·3	120·4	120·7	120·9*	120·4	120·8	120·8	120·9	120·8	120·9*	121·2*	121·3*
Order X	Materials and fuel used in the textile industries	90·5	91·4	94·5	95·6	96·0*	91·4	95·4	96·3	96·3	95·9	95·8*	97·4*	100·4*
Order XIV	Materials and fuel used in the timber industries	109·1	108·9	109·2	109·6	109·8*	108·8	109·7	109·7	109·7	109·9	109·9*	110·1*	110·3*
Order XV	Materials and fuel used in the paper industries	104·8	104·2	105·2	105·6	106·9*	104·6	105·6	105·7	106·9	106·9	107·0*	107·2*	107·5*
Order XVII	Construction materials	120·6	120·8	121·0	121·4	122·3	120·8	121·3	121·7	122·2	122·4	122·4	122·5*	122·6*
Part of Order XVII	House building materials	120·4	120·6	120·7	121·1	122·2	120·5	121·1	121·4	122·0	122·2	122·3	122·3*	122·7*

* Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962		1963			1962	1963						
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Nov.	May	June	July	Aug.	Sept.	Oct.	Nov.
Orders III to XVI	All manufactured products: Total sales	118·3	118·7	119·0	119·5	119·9*	118·7	119·9	119·2	119·8	119·7	120·3*	120·6*	120·5*
	Home market sales	118·8	119·2	119·6	119·9	120·2*	119·1	120·5	119·5	120·1	120·0	120·6*	121·0*	120·8*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	119·6	120·1	120·3	120·8	120·8*	120·1	120·8	121·0	120·7	121·7	121·0*	121·0*	121·1*
	Home market sales	120·8	121·1	121·4	121·8	122·1*	121·1	121·8	121·8	122·0	122·0	122·2*	122·3*	122·3*
211 to 229	Products of the food manufacturing industries: Home market sales	111·5	112·3	113·3	113·1	113·5	112·0	115·9	110·3	112·9	112·3	115·3	117·6*	116·0*
263 to 277	Chemicals and allied industries: Total sales	102·4	102·2	102·4	102·9	103·6*	102·0	102·8	103·2	103·6	103·5	103·7*	103·9*	104·0*
	Home market sales	104·2	103·9	104·1	104·5	104·7*	103·9	104·5	104·6	104·9	104·6	104·6*	104·9*	105·0*
311 and 312	Iron and steel industries: Total sales	129·0	129·0	129·0	128·7	128·7	128·8	128·8	128·6	128·7	128·7	128·6	128·6*	128·7*
	†Home market sales	133·8	133·8	133·9	133·7	133·7	133·8	133·7	133·6	133·7	133·7	133·6	133·7	133·7*
Order X	Textile industries other than clothing: Total sales	103·7	103·9	104·8	105·4	105·9	103·8	105·4	105·7	105·8	105·8	106·1	106·1*	106·5*
	Home market sales	102·4	102·5	103·0	103·6	104·0	102·5	103·8	103·8	104·0	103·9	104·1	104·2*	104·7*
Order XII	Clothing and footwear: Home market sales	110·6	110·6	110·5	110·6	110·8*	110·6	110·6	110·7	110·8	110·8	110·8	110·9*	111·0*
Order XIV	Timber industries: Home market sales	112·0	112·1	112·0	112·1	112·3	112·1	112·2	112·1	112·3	112·3	112·3	112·5*	112·8*
481 to 483	Paper industries: Home market sales	111·0	111·1	111·3	111·3	111·7*	111·1	111·3	111·2	111·3	111·8	112·0*	112·0*	112·1*
Order XVII	New construction‡	123	123	125	126	127*			126			127*		

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs: figures relate to average for the quarter.

the preceding quarter. Excluding sugar the increase was still quite marked, nearly 6 per cent on the third quarter and about 9 per cent on the end quarter of 1962.

The gradual rise in output prices continues. The provisional index for the non-food sector in October/November edged up on the third quarter and was some 1 per cent higher than a year earlier. The rise of some 3 per cent in the index of the food manufacturing industries in October/November, compared with the third quarter, was largely due to higher prices for refined sugar; excluding this item the increase was less than 1 per cent.

Materials and fuel used in broad sectors of industry

The decline of 4 per cent in the food sector index in November was due to a fall back in sugar prices. Prices of other commodities in the food sector were up by 1½ per cent, bringing the rise since June to 8 per cent. Grains, pigs and milk for manufacturing were responsible for most of this rise. The indices for each of the other broad sectors of industry, with the exception of the chemicals industries, increased in October/November. The largest increase was in the textile industries, mainly as a result of the rise in prices of raw wool; the index for October/November was about 8 per cent higher than at the end of last year. The index for the chemicals industries was slightly lower than in the third quarter but still some 3 per cent up on a year earlier. A similar percentage increase on a year earlier was registered by the paper index; other indices showed smaller increases.

The indices of construction materials and of house building materials increased further and were about 2 per cent more than a year ago.

Output of broad sectors of industry

The fall of 1½ per cent in November in output prices of the food sector was due entirely to lower prices for refined sugar; other

3 (a). Commodities produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 15, 1963. (monthly averages)

	1962	1963			
	Nov.	May	Sept.	Oct.	Nov.
Coal†	155·7	151·4	151·5	151·5*	156·3*
Slates	150·7	150·7	161·1	161·1	161·1
Salt	114·3	114·0	114·0	114·0	114·0
Flour	110·9	112·2	112·6	112·6	115·0*
Sugar, refined	119·4	161·1	124·0	156·6	124·6*
Chocolate and sugar confectionery	105·8	106·5	107·0	107·1	107·1*
Beer	102·9	106·8	107·1	107·1*	107·1*
Tobacco and cigarettes	126·8	126·8	126·8	126·8	126·8
Hard coke	164·0	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	126·6	128·4	128·4	128·4	128·4*
General chemicals	100·5	98·7	98·9	98·9*	98·7*
Pharmaceutical chemicals	68·4	65·8	65·8	65·8*	65·8*
Pharmaceutical preparations	98·2	98·6	98·0	98·1*	98·1*
Toilet preparations	125·8	128·3	129·7	129·7*	129·7*
Paint for building and decorating	112·8	113·6	113·7	113·7*	113·6*
Soap	134·7	135·3	135·3	135·6	135·6*
Soapless detergents	100·5	100·7	100·7	100·7	100·7*
Synthetic resins and plastic materials	78·0	77·4	76·8	76·8*	76·8*
Steel sheets	133·7	133·6	132·3	132·3	132·5
Tinplate	120·3	119·8	119·8	119·8	119·8
Other steel goods (excluding tubes)	133·3	133·3	133·3	133·4	133·4*
Steel tubes	138·7	138·8	138·8	138·8	138·8
Iron castings	143·1	143·0	142·9	142·9*	142·9*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	132·3	132·3	133·4	133·8
Rolled	122·8	122·8	122·8	124·0	124·5
Castings	128·3	130·7	134·2	134·2	134·2
Forgings	128·7	128·7	128·7	128·7	129·9
Brass, ingot 65-35, B.S. 1400: B3, delivered	95·3	97·1	95·4	95·8	96·9
Photographic paper and films, etc.	120·4	123·2	124·6	124·8	124·8*
Spectacles, etc.	121·5	122·4	122·4	122·4*	122·4*
Dental goods	129·1	130·8	131·0	131·0*	131·0*
Gramophone records	118·5	119·9	125·0	125·0*	125·0*
Domestic electrical appliances	100·5	99·9	99·7	99·7*	99·7*
Perambulators, etc.	120·6	122·7	122·7	122·7*	122·7*
Tools and implements	137·7	137·9	138·2	138·4	138·6*

	1962	1963			
	Nov.	May	Sept.	Oct.	Nov.
Cutlery	128·4	130·0	130·4	130·4	130·4
Cutlery (other than razors and razor blades)	121·6	126·5	127·8	127·8	127·8
Spoons and forks	137·2	140·9	143·0	143·0	143·0
Galvanized cisterns, tanks and cylinders	145·0	145·0	151·1	151·1	151·1
Domestic hollow-ware	138·1	139·1	140·2	140·2	140·2*
Domestic gas appliances	110·8	110·4	110·6	110·6	110·6
Cotton yarn	89·0	88·9	89·0	90·2	90·8
Spun rayon yarn	91·3	91·3	97·4	97·6	97·5
Irish linen yarns (wetspun)	104·4	113·1	113·6	113·6	121·2*
Cotton cloth	95·5	95·0	94·9	95·0*	95·0*
Linen	108·2	112·2	114·5	116·4	117·3
Rayon and acetate fabric	111·6	111·1	110·8	110·7*	111·1
Wool tops	78·7	87·7	88·2	90·6	98·7
Worsted yarns	89·1	95·8	95·4	96·6	103·4
Harris tweed	100·0	102·8	108·3	108·3	108·3
Serge cloth	91·2	95·9	97·1	97·0	98·9
Jute yarn	107·7	104·2	104·2	104·2	104·2
Jute piece-goods	108·7	106·1	108·3	112·4*	112·4*
Rope, twine and net	111·7	120·1	124·0	125·5	126·3
Hosiery and other knitted goods	95·0	96·5	96·7	96·8*	96·9*
Carpets and rugs	119·1	119·4	119·4	119·4	119·4*
Canvas goods and sacks	112·3	105·1	100·5	99·7	99·7*
Leather for footwear	105·4	104·1	103·9	104·3*	104·7*
Travel goods	118·1	118·7	119·7	120·0	120·0
Made-up clothing	109·7	109·7	109·9	109·9*	110·1*
Weatherproof outerwear	102·0	101·9	101·9	102·0	102·0*
Men's and boys' tailored outerwear	111·3	111·2	111·7	111·9*	111·9*
Women's and girls' tailored outerwear	108·0	107·8	108·0	108·0	108·3*
Women's and girls' light outerwear	107·9	108·5	108·5	108·4*	109·0*
Footwear (excluding rubber)	112·2	112·3	112·2	112·1*	112·1*
Refractory goods, including bricks	144·6	144·6	145·4	145·4	145·4
Non-refractory goods, including bricks	123·1	123·5	126·7	126·7*	126·7*
Building bricks, common, other than fletton, *ex works.*	124·7	124·9	127·7	128·0*	128·0*
Building bricks, fletton common, *delivered.*	115·8	115·8	119·3	119·3	119·3
Electrical porcelain	123·8	123·8	123·8	127·9	127·9
Domestic china and earthenware	135·5	136·0	136·0	136·3	136·3
Glass (other than containers)	128·6	129·0	130·9	130·9*	132·1*
Glass containers	122·3	118·4	118·4	118·4*	118·4*

* Provisional figure. † This index is based on prices ruling on the last day of the month.

food products were, on average, dearer. Each of the other sector indices, apart from iron and steel, were higher in October/November than in the preceding quarter. Compared with a year earlier most indices were up by about 1 per cent, although the textile index was nearly 2 per cent more and iron and steel prices were, on average, unchanged.

3 (a). (*Continued*). Commodities produced in the United Kingdom — 1954 = 100

(monthly averages)

	1962	1963			
	Nov.	May	Sept.	Oct.	Nov.
Cement, delivered	120·0	120·0	124·4	124·4	124·4
Abrasive paper and cloth	123·4	126·9	126·9	128·7	128·7
Cast stone and cast concrete products	109·0	108·9	109·0	108·8	108·8*
Home-grown hardwood	97·4	97·4	97·4	97·4*	97·4*
Domestic furniture	116·4	116·3	116·6	116·7*	116·7*
Bedding, etc.	109·2	109·1	109·1	109·1	109·1
Wooden boxes, packing cases, crates, etc.	115·2	115·4	115·3	116·1	116·1*
Paper and board	109·7	109·7	110·3	110·3*	110·3*
Cardboard boxes, cartons and fibreboard packing cases.	109·5	110·0	110·5	110·5	110·5*
Wallpaper	131·2	131·2	131·6	131·7	131·7
Paper bags	112·2	112·2	118·4	118·4	118·4
Manufactured stationery	118·2	119·2	118·4	118·4	118·4*

	1962	1963			
	Nov.	May	Sept.	Oct.	Nov.
Other manufactures of paper and board	102·1	102·2	103·8	103·8*	103·8*
Rubber tyres and tubes	120·2	123·4	123·4	123·4	123·4*
Rubber goods (other than tyres and tubes)	115·1	115·9	114·9	114·9*	114·9*
Rubber footwear	125·9	125·9	125·9	125·9	125·9
Linoleum and felt base	126·5	126·5	130·9	130·9	130·9*
Brushes and brooms	131·7	135·2	135·2	135·2	135·2*
Toys and games	116·6	119·0	119·0	119·0*	119·0*
Sports equipment	131·0	133·8	133·8	133·8	133·8*
Pens and pencils	113·3	113·9	114·0	114·0*	114·0*
Other stationers' goods	126·9	126·9	126·9	126·9	126·9
Plastic mouldings	101·5	103·5	103·5	103·5*	103·5*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom — 1954 = 100

(monthly averages)

	1962	1963			
	Nov.	May	Sept.	Oct.	Nov.
Hides and skins	90·0	79·5	73·5	74·6	79·3*
Imported	96·5	87·3	79·7	81·9	87·1
Native	80·3	67·9	64·1	63·6	67·6*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	115·4	115·4	117·8	117·9
Copper, ex-ship, wharf or warehouse	94·2	94·2	94·2	94·2	94·2
Lead, ex-ship, wharf or warehouse	56·3	62·8	70·3	72·2	71·6
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	121·3	125·7	129·8	130·5	135·4
Zinc, ex-ship, wharf or warehouse	87·4	97·1	97·9	102·4	107·4
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	116·0	112·3	106·6	110·3	112·0*
Palm oil, c.i.f., in bulk	88·7	93·3	97·5	97·6	99·0*
Whale oil, acid, soft, naked, ex-works	60·5	70·1	63·1	63·3	68·5*
Pyrites, c.i.f., United Kingdom ports	57·4	56·6	57·3	56·6	59·4
Rubber, No. 1 R.S.S. one month future	117·0	111·0	98·9	104·1	102·8
Sulphur, crude (for acid making), c.i.f.	74·1	67·8	65·6	65·6	65·6

	1962	1963			
	Nov.	May	Sept.	Oct.	Nov.
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	157·2	154·8	157·4	159·0	158·6
Cotton, raw	72·3	71·4	70·6	70·5	70·9*
Jute, raw, 'Mill Lightnings', c.i.f. Dundee	119·5	119·6	117·9	119·5	119·5
Jute, raw, 'Mill Hearts', c.i.f. Dundee	114·3	111·8	112·9	114·5	114·0
Silk, raw, delivered mill	141·5	157·6	128·5	120·0	120·0*
Sisal, East Africa No. 1 Grade, c.i.f. London	131·5	172·7	172·7	172·7	172·7
Wool, raw	76·5	86·8	87·6	91·4*	98·9*
Crossbred, medium and coarse, c.i.f. U.K.	85·4	95·1	100·9	108·9	120·4
Crossbred, fine, c.i.f. U.K.	76·7	89·2	89·7	94·2	102·6
Merino, c.i.f. U.K.	72·0	82·7	80·5	83·4	90·5
Timber:					
Imported hardwood (ex-yard or wharf)	109·0	109·4	110·3	110·9*	111·2*
Imported plywood (delivered to consumers)	97·9	100·0	99·8	99·8	99·8*
Imported softwood (delivered to consumers)	103·6	104·5	104·7	105·0	105·0*
Woodpulp, imported	92·7	93·9	96·4	96·7*	97·1*

* Provisional figure.

NOTES ON WHOLESALE PRICES

The notes on index numbers of wholesale prices (1954 = 100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 15, 1963.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7250.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 • TELEX. 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Turnover in the catering trades in October

AFTER showing increases of 4 or 5 per cent on a year earlier in recent months, the total turnover of the catering trades was 6 per cent higher in October. This is the largest increase since the beginning of 1962 in a month not affected by the varying dates of Whitsun and Easter but it is necessary, of course, not to attach too much weight to the figures for a single month.

Each of the kinds of businesses shown separately in the table had larger increases on a year earlier in October than in September but only in the cases of licensed hotels and holiday camps and restaurants, etc., were the increases noticeably above the average increases of recent months.

Note:

A substantial number of independent caterers – those with fewer than 10 branches – that recently joined the panel of contributors to the monthly inquiry are included for the first time in the estimates for October. This increase in the size of the panel has greatly strengthened the inquiry but comparisons of the experience of the old and new contributors in October indicates that the inclusion of the additional traders has resulted in only a slight discontinuity between the estimates for October and those for earlier months.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963		96	119	134		94	93	100	111	113	130	136	142	126	118		
	1962	+5	+6	+6	+4	+4	+7	+7	+3	+7	+1	+9	+5	+4	+3	+5	+5	+2
	1963	+3(a)	+1	+4	+4		Nil	−2	+4	+3	+3	+4	+5	+5	+4	+6		
Licensed hotels and holiday camps: (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963		76	124	167		69	72	85	103	113	149	169	184	151	128		
	1962	+6	+7	+6	+6	+4	+8	+7	+7	+3	+2	+10	+8	+5	+6	+4	+6	+2
	1963	+4(a)	Nil	+4	+6		−3	−2	+2	+5	+3	+5	+5	+8	+4	+10		
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963		94	117	135		89	92	99	108	110	129	134	147	125	112		
	1962	+3	+4	+3	+3	+3	+4	+6	+2	+4	−1	+5	+2	+2	+4	+5	+3	+3
	1963	+3(a)	Nil	+4	+4		−3	−2	+4	+4	+4	+5	+3	+4	+5	+6		
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963		98	119	130		98	94	101	115	113	128	133	137	122	119		
	1962	+5	+6	+8	+4	+4	+9	+8	+2	+10	+1	+11	+6	+5	+3	+7	+5	+1
	1963	+3(a)	+1	+3	+4		+1	−3	+4	+1	+3	+3	+5	+4	+4	+5		
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	114	114	111	104	111	104	103	90	109	112	118	110
	1963		120	113	106		119	122	120	111	119	111	108	96	112	118		
	1962	+3	+5	+3	+2	+2	+4	+6	+5	Nil	+6	+2	−1	+4	+3	+2	+3	+1
	1963	+6(a)	+7	+7	+4		+5	+6	+8	+7	+7	+6	+6	+6	+2	+5		

(a) Cumulative figure for January to October compared with corresponding period of 1962.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	November 1, 1963	
782,086	United States Steel Corporation	Apparatus for detecting pin holes in sheets.
826,067	Bartz, G.	Control device for a vehicle driven by a driving motor through a hydraulic pump, etc.
835,937	Bartz, G.	Multiple-way valve for hydraulic control systems.
838,643	A. G. Brown, Boveri & Cie	Fluid-actuated transformer tap-changing switch device.
851,649	United States Steel Corporation	Method of protecting material against the effects of light.
859,349	United States Steel Corporation	Soaking pit furnaces.
862,637	United States Steel Corporation	Fluidized-bed reactor.
874,989	United States Steel Corporation	Briquetting roll.
905,529	L'Acide Carbonique Eur	Infra-red radiating apparatus.
923,268	Societe d'Optique et de Mecanique de Haute Precision.	Device for accurately transforming a rotary movement into a translational movement
	November 4, 1963	
846,809	Aktiengesellschaft Brown, Boveri & Cie.	Charging and discharge device for plants for the direct electrical resistance heating of metallic rod-shaped bodies.
	November 8, 1963	
829,976	Etablissement Amora	Pre-payment devices adapted to limit the duration of operation of a clockwork movement.
880,238	Gerrard, M. C.	Protective arrangements for electric circuits.
	November 12, 1963	
857,993	Outillage Electrique SILEX	Interference suppressors for electrical apparatus.
914,494	Schlup, G. E.	Folding tables.
	November 14, 1963	
781,188	Dunlop Rubber Co. Ltd.	Production of material suitable for use as upholstery covering.
797,767	Dunlop Rubber Co. Ltd.	Production of material suitable for use as upholstery covering.
804,093	Dunlop Rubber Co. Ltd.	Upholstered structures.
804,094	Dunlop Rubber Co. Ltd.	Upholstery.
844,967	A. G. Brown, Boveri & Cie.	Production of magnetic core for electrical transformers and reactors.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller General.

The Patent Office.

Questions asked and answered in Parliament

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, DECEMBER 3

Rhondda development district

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was asked what were the number of applications for assistance under the Local Employment Acts in the Rhondda development district during the past 12 months, the types of applications received and the results of such applications up to the latest available date. In reply the Secretary of State said that six applications had been received, relating to five projects. Four were applications for building grants and two were applications for plant and machinery grants. Three of the projects had been approved in principle, subject to the statutory consultation with the Board of Trade Advisory Committee in respect of the building grants. The other two were under consideration.

In reply to a further question about the Rhondda development district the Secretary of State said that all the facilities of the Local Employment Acts were available in the Rhondda development districts, and he would continue to do everything in his power to encourage suitable industrial development there. He was satisfied that the advisory committee always dealt with cases submitted to them as helpfully as they properly could.

Debate on regional development

The two-day debate on regional development, which was opened by the Secretary of State and wound up by Sir Keith Joseph, Minister for Housing and Local Government, will be found in Hansard of December 3 (cols. 985-1105) and December 4 (cols. 1156-1288).

Industrial estates in Wales

Asked in which areas industrial estates were situated in Wales; how many factories in each location were producing manufactures; how many people were employed in these factories; how many new factories were under construction on these industrial estates; how many inquiries for factory tenancies had been made; and if it was proposed to construct any new industrial estates in Wales. In reply the Secretary of State gave the details listed in the table below for the Board of Trade industrial estates in Wales:

It was not proposed at present to establish any new industrial estates in Wales. None of the present estates was in a development district. In addition to these estates the Board of Trade had many factories in Wales on individual and group sites. New factories were being built on such sites in development districts as required.

THURSDAY, DECEMBER 5

Development districts

Building grants

The Secretary of State was asked what principles were followed in deciding whether or not to refer an application for a standard building grant to the Board of Trade Advisory Committee for scrutiny and approval. He replied that the Board of Trade were required by the Local Employment Acts to consult the advisory committee before they might offer a building grant. They therefore referred to the committee every eligible application.

South West Durham

The following were among the replies given by the Secretary of State on Development Districts. In the half year ended June and the quarter ended September, 1963, the figures for South West Durham were 227,000 and 142,000 square feet respectively. It is not possible to give separate figures for the first quarter without disclosing information on individual schemes.

Durham

'We know of three projects due to start during 1963/64 in the Washington Station employment exchange area. I could not state the number of jobs likely to accrue from them without disclosing confidential information.'

Lancashire

'As I explained to the House on December 3, in conjunction with the Minister of Housing and Local Government, I am setting up an interdepartmental group under Board of Trade chairmanship to carry out a survey of economic and planning problems in the North-West.'

Bishop Auckland and Shildon

'The purpose of the growth zone is to concentrate our effort in the area which has the highest potential for rapid expansion and is best placed to generate a regional as well as local growth.

The boundaries of the zone were drawn only after careful consideration and I would not think it right to modify them. Bishop Auckland and Shildon are development districts and continue to be eligible for benefits under the Local Employment Acts and for free depreciation. They should also gain from the general rise in prosperity in the region as a whole which is the objects of the Government's plans.'

Advance factory at Port Glasgow

The Secretary of State said that the site for the factory had been excavated and the foundations were now being prepared. It was expected that the factory would be completed in the summer of 1964.

Wales

'Eight factories owned by the Board of Trade in Wales and Monmouth are empty or are at present partly used and will shortly become empty. They are at Ammanford, Bridgend, Llanelly, Pengam, Treforest and Wrexham and two at Dinas. Together these factories when re-let should provide rather more than a thousand jobs.'

Dorset

Asked how many applications for industrial development certificates in Dorset he had received since May 31; how many he had granted; and how many he had refused, he replied that from June 1 to November 30, 1963 nine applications were received; two were withdrawn by the firms concerned before a decision was taken; five were granted and two are awaiting decision. None was refused.

New Jobs Created

The Secretary of State was asked how many new jobs had been created in the new towns since the inception of the 1946 Act; and how many had been created in development areas and districts in same period..

He replied— 'Information on all new jobs created is not available. The following figures represent employment estimated to arise from projects to which location approval has been given. For New Towns outside Development Areas and Districts to the end of October 1963 the figure is 106,000. The comparable figure for Development Areas and Districts, including New Towns which are or have been in these areas, is about 430,000.'

Inter-Commonwealth trade

Asked what specific action he was taking to increase inter-Commonwealth trade, the Secretary of State replied that there were very few obstacles so far as trade between the countries of the Commonwealth and this country was concerned, and we gave every encouragement through our Trade Commissioners and the Government's other export services, to British traders to expand their exports to the Commonwealth.

Liaison between EFTA and EEC

In reply to a question asking what machinery had been established for exchanging information at various levels on transport, fisheries, patents, food and drug measures and other aspects of economic policy between the European Free Trade Association and the European Economic Community, so as mutually to avoid unnecessary discrimination and obstacles to trade and to facilitate co-operation in the interests of a wider Europe, the Secretary of State said that all EFTA countries were maintaining close contacts on these matters both with individual members of the European Economic Community and with the Commission in Brussels.

Trading stamps

In reply to questions about trading stamps the Secretary of State said he had nothing at present to add to the answer which he gave on November 21. He was studying the views recently published by the Consumer Council.

Retail price maintenance

Asked why he would not publish the report of his department's inquiry into resale price maintenance, the Secretary of State said that such reports by officials to Ministers were confidential.

Overseas travellers' expenditure

Asked whether he would employ less expensive, and more practical, methods for obtaining knowledge of travellers' habits than the present employment of young women who questioned samples of travellers on steamers

Location	Factories producing manufactures	Employment in manufacturing	New factories being built	Inquiries for factories (a)
Bridgend	84	4,941	Nil	15
Fforestfach (Swansea)	15	4,835	Nil	Nil
Hirwaun	22	4,059	Nil	33
Treforest	62	11,728	Nil	8
Wrexham	13	3,380	Nil	11

(a) For twelve months ended October 31, 1963.

Government surplus sales by auction

AIR MINISTRY

1963	Stores	Location	Auctioneers
Dec. 17	55 timber huts, 13 nissen huts, 80 concrete lamp standards, 21 flood-lights, 1,600 feet steel railway track, 2,200 yards, 8 feet high chain-link fencing and miscellaneous equipment.	Royal Air Force Station, Catfoss	Dee & Atkinson, The Exchange, Driffield, Yorkshire. (Tel. Driffield 3151).
Dec. 19	528.187 acres of valuable freehold land and buildings, part offered with vacant possesion and part subject to tenancy.	East Moor Airfield, Sutton-on-the-Forest, York.	R. M. English & Son Ltd., Pocklington, Yorkshire. (Tel. Pocklington 2106 and 3198).
Dec. 19	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle and RCAF, Prestwick.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).

The above sale will include 19 metal radar cabins, radio, radar, and electrical equipment including receivers oscilloscopes, power units, transformers amplifiers, loud speakers, batteries, instruments and meters including stop and pocket watches, aircraft clocks, compasses, binoculars, sextants, and various meters, aluminium containers, various cordage, textiles, parachute canopies, perspex, miscellaneous stores and equipment.

1964			
Jan. 9	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
Jan. 22	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALE

Tenders are invited for the purchase of Air Ministry Navigation wrist watches. Apply within seven days of the date of this notice to Air Ministry, C.19a, Turnstile House, High Holborn, W.C.1 for tender forms.

WAR OFFICE

1964	Stores	Location	Auctioneers
Jan. 15	M.T. and electrical spares, clothing and miscellaneous stores.	W. D. Storage Depot Ruddington, Notts.	Walker, Walton & Hanson (Dept. L) Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Jan. 23	Engineering, electrical and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Salop	Hall, Wateridge & Owen, (Dept. L), High Street, Shrewsbury. (Tel. 2081).
Jan. 28	Machine tools, plant and equipment, clothing and textiles and miscellaneous stores.	W. D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell, (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).
Feb. 13	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons, (Dept. L), 12 Station Road, Reading. (Tel. 54025).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only.*)

Parliamentary questions continued

and at airports, the Secretary of State said that no satisfacory alternative means were available for securing this valuable information about the expenditure of a small proportion of travellers to and from this country.

Business firms and BCPIT

The Secretary of State, asked what was the policy of H.M. Government towards the British Council for the Promotion of International Trade, said it was unchanged. He added that it was a Communist-controlled organization and the advice given to business firms by H.M. Government was that they should consider very carefully whether to become associated, directly or indirectly, with it.

Imports of Eire-produced chipboard

The Secretary of State in reply to questions of whether he had considered the unfair basis of trading adopted by the Republic of Ireland in exporting chipboard to this country, where no import duty was payable, at artificially low prices, while imposing duty of 22½ per cent on similar material manufactured in this country and imported into Eire, and what action he was taking to protect the British industry, said he was in touch with the Irish Republican authorities on this matter.

Independent film producers

Asked what action he was taking to assist independent film producers in Britain in view of the restriction on trading to which the Film Cinematograph Council had drawn attention, the Secretary of State said that he expects shortly to receive the advice of the Cinematograph Films Council on this matter. He had in the meantime agreed to meet the independent film producers and hear their views.

TUESDAY, DECEMBER 10

Japanese export incentives

Asked whether he had any statement to make on the Financial Secretary to the Treasury's recent visit to Japan as Minister of State at the Board of Trade, the Secretary of State said: 'While in Japan, the former Minister of State had discussions with Japanese Ministers during which he emphasized the need to avoid a credit race. He discussed our arrangements for exchanging information about export credit guarantees with other major exporting countries except Japan, and suggested that it ought to be possible to have a similar arrangement with Japan. As a first step, he offered to invite officials to visit the Export Credits Guarantee Department to see how the exchange of information worked. His suggestion was welcomed and I hope that the visit will be made shortly.'

The Minister also discussed the subject of export subsidies. He explained H.M. Government's concern at a number of schemes in the field of taxation appearing to involve special advantages for exporters which were being canvassed in the Japanese press as substitutes for the present scheme of tax exemption for export income due to expire in March, 1964. He was assured that the Japanese Government were well aware of the international aspects of the matter. The Japanese Foreign Minister confirmed that the Japanese Government would not take any measures after the abolition of the present scheme which would be disapproved by the Contracting Parties to the GATT.

Development certificates for Wales

In reply to a question asking how many industrial development certificates were issued for Wales during the current year; and how many of these were issued for areas not scheduled under the Local Employment Act 1960, the Secretary of State said that between January 1 and November 30, 1963, 78 industrial development certificates (for a total of about 1.5 million square feet) were issued for Wales; 62 of these (for a total of about 1.2 million square feet) were issued for areas not listed as development districts under the Local Employment Act, 1960.

MARSTON BUILDINGS

Special purchase direct from Ministry enables us to offer at very attractive prices, for immediate delivery:

20 Marston Buildings 'Low' type
100' long x 45' wide x 16' to eaves.

10 Marston Buildings 'High' type
size as above but 25' to eaves.

All buildings suitable for erecting as multi-span in 45' units and extendable to any length in 25' multiples.

Send for details and illustrated leaflet to:-

GEORGE COHEN MACHINERY LIMITED,
Contractors' Plant Division,
600, Wood Lane, London, W.12.

SALE BY TENDER

LARGE QUANTITY LINOLEUM MANUFACTURING AND CORK MILLING PLANT

Refrigerating Plant, Pumps, Tanks, Fans, Modern D.C. Motors and Reduction Gear Units, from 300 H.P., Motor-Generator Sets, etc.

LOCATED AT FORTH WORKS, KIRKCALDY, FIFE

SHIRLAW, ALLAN & CO., AUCTIONEERS and VALUATORS, 5 KEITH STREET, HAMILTON, will be pleased to accept offers for any of the Plant prior to 31st December, 1963, and arrangements to view may be made by appointment. **Phone: HAMILTON 63.**

GLOBAL BANKING SERVICE

Contributing to Japan's economic expansion has been one of the Bank of Kobe's many notable achievements. As one of the select authorized foreign exchange banks, its international network of correspondents provides world-wide banking service. For your every banking need, it pays to consult with the experts of the Bank of Kobe first.

THE BANK of KOBE, LTD.

Head Office: Kobe, Japan
146 Branches throughout Japan
Representative Offices: London, New York

Patent Office publications

SPECIFICATIONS and abridgments published by the Patent Office provide a valuable source of information to all sections of industry wishing to keep in touch with the latest developments. These publications may be examined free of charge in the Patent Office Library or supplied as required at the prices shown below. The Patent Office also provides other services associated with the selection and supply of information about inventions.

Every application for a patent must be accompanied by a specification which fully describes the invention and states clearly what is the monopoly claimed. After thorough examination within the Patent Office, including an investigation to test the novelty of the invention, specifications found acceptable are published at a standard price of 4s. 6d.

Abridgments of the specifications, prepared by the Patent Examiner, are also published in 25 groups, each of which covers a major field of manufacture. One bound volume of abridgments for each group is published at intervals of 7-8 months (representing a complete series of 20.000 published specifications). These volumes are available at £4 10s. 0d. each or £100 for the complete set. For the same price it is possible to receive, as they are printed, the 16 page sheets of abridgments of which each of the bound volumes is composed. Subscribers to this service are thus kept right up to date with accepted specifications.

In order to facilitate the study of specifications relating to a particular subject, a detailed classification system is employed. The complete classification key which sets out this system is made up of 25 group units, each corresponding to one abridgment group, and each of these units is subdivided through several levels of fineness. The result is a schedule composed of about 40.000 subdivisions under one or more of which every specification is indexed, and this index is printed on all specifications. A list showing numbers of all specifications since 1910 indexed under any one of these subdivisions may be obtained for £1 1s. 0d. The appropriate unit of the key is bound into each abridgment volume and is associated with a subject-matter index to form a guide to the abridgments in that volume. The classification key itself may be purchased at 5s. 6d. per group unit or £6 10s. 0d. for the complete set of 25 units. In order to help in locating subjects in the classification key, a reference index is available at £7 7s. 0d. This contains an alphabetical list of catchwords which relate to all aspects of inventive art, and indicates the part of the key under which relevant subject-matter is classified.

As a further service the Patent Office will supply to subscribers all specifications, as they are published, which relate to any subject expressed in the classification key. The only charge made is that for the specifications so supplied.

The Official Journal (Patents) is published every Wednesday and, as well as official notices, contains a list of new patent applications and classified lists of accepted specifications. Single copies are 5s. 9d. each and the annual subscription is £14 15s. 0d. From January 1, 1964, the prices will be 6s. 6d. each, £16 10s. 0d. for the annual subscription.

All of the above publications are available, post free, from the Sale Branch, Patent Office, 25 Southampton Buildings, London, W.C.2, who will also be glad to give advice.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Board of Trade have published a new version of their booklet 'Expanding Industry' which describes the various forms of assistance available under the Local Employment Acts for projects which create employment in the development districts.

The Board of Trade's recent publication 'Room to Expand' gives a comprehensive description of the advantages for industrialists and others of setting up in these districts. The revised booklet 'Expanding Industry' describes in detail the different types of assistance for which industrialists and others can qualify – factories, grants and loans – and how to apply for them. Copies of both booklets are available free of charge at the Board of Trade in London and at the Board of Trade Regional Offices throughout the country.

Exhibitions and Fairs

British wool fabrics at Interstoff, Frankfurt

'WE HAVE DOUBLED our exports to Western Germany during the past year and attribute a substantial part of this additional business to our participation in the 1962 Interstoff. This time we have booked orders from 48 new customers in four days'. This was said by a representative of a well-known British manufacturer of woollen fabrics who exhibited at the 'Interstoff' special fair for clothing textiles, held in Frankfurt am Main from November 26-29. Nearly all of the twelve British exhibitors who participated in this event were well satisfied with the results obtained in terms of the number of orders and inquiries received and the new contacts which they made with overseas buyers.

This 10th 'Interstoff' fair had a total participation of 308 exhibitors displaying for the 1964/65 autumn and winter season fashionable fabrics for ladies' and men's wear as well as shirtings. Of these exhibitors, 168 firms from 13 European countries and the United States again outnumbered the 140 firms representing the German textile industry. As in previous years, the fair covered a total area of about 22,000 square metres in halls 2 and 3 of the Frankfurt Exhibition grounds. During its four days' duration the 'Interstoff' fair was visited by 8,990 trade visitors including 2,855 buyers from 35 countries in Europe and overseas.

A group of nine British firms showed their wool fabrics on stands which had been organized in collaboration with the Board of Trade: three other British firms exhibited elsewhere in the fair. The British stands were well decorated and attracted attention from buyers who had come from many different parts of the world. It was the fourth time that British textile exhibitors participated in a joint stand at the bi-annual 'Interstoff' fair although this was the strongest British participation in the winter event.

The British exhibitors recorded a lively interest from German and overseas buyers in their latest designs and finishes of fine and quality worsteds and woollens, printed fabrics and silk and rayon brocades. Buyers were particularly interested in fabrics suitable for ladies' wear for the next autumn/winter season, and most of the British exhibitors featuring these fabrics in traditional qualities found their participation very rewarding. A significant number of the buyers who visited their stands came from countries as far away as South America, United States, Japan and the Middle East. Some of the British exhibitors who have been selling in the German market for some time were assisted on their stands by their German agents. This helped to overcome possible language problems and to ensure an efficient follow-up of inquiries and trade opportunities.

One of the main impressions of the 'Interstoff' fair was that the variety of fabrics displayed showed a marked trend towards more colourful and fancy designs. It was evident that fabric manufacturers are trying to introduce a more colourful note for winterwear, and fabric samples were to be seen in red and orange colours and in different shades of green. A combination of black and white fabrics were also favourites in many exhibitors' collections. Check designs, in the sector of woollen fabrics, ranging from single stripes over chess-board to tartan checks added to the bright note of the ranges on display. So-called Shetland weaves of fabrics which have been very popular in Germany for some time were now offered in a slightly modified finish under the new name of 'Renhair', and there was no doubt among textile experts that the best coloured and finished materials of this kind were offered by British firms.

An overseas buyer discusses an order with a British firm exhibiting on one of the stands in the Board of Trade sponsored group display at Interstoff.

Buyers' attention was particularly focused on jersey fabrics in a variety of finishes, designs and colours. Fashion experts have forecast growth in the 'Jersey weave' in Germany for the forthcoming seasons and clothing manufacturers seem to be taking advantage of this trend: German jersey weavers have increased their production from January 1962 to March 1963 by about 75 per cent. Another feature at 'Interstoff' was the display of a remarkable range of fur imitations suitable for ladies' coats: an imitation zebra fur was claimed as one innovation.

Most exhibitors reported that prices for woollen fabrics had generally remained stable despite higher raw material costs, and that buyers were not prepared to accept higher prices except in the high-quality category. Buyers often showed a preference for wool man-made fibre mixture fabrics for reasons of price and wearing qualities. Judging by the versatility of the goods on display there seems little doubt that competition in the textile sector in Germany is stiffening although the majority of foreign exhibitors expressed satisfaction with the results obtained. It was also a general view that 'Interstoff' had again strengthened its position as one of the leading fairs of this kind in Europe: this was underlined by the increased participation and attendance of foreign exhibitors and buyers compared with the previous winter event. The 11th Interstoff, featuring mainly textile fabrics for the spring/summer season 1965, will take place from May 26-29, 1964, in Frankfurt.

'Showing on a shoestring'

A report from the British Consulate-General, Houston

'AS AN EXPERIMENT,' said the Embassy in Washington, 'you can have $150 for space and $100 for incidentals to set up a Commercial Information Booth at the Houston International Fair.' (It was not a true trade fair, so did not qualify for normal Board of Trade-cum-industry participation.) That was on July 1. When the Fair opened on September 20, a quarter of a million dollars' worth of goods from twenty-three British manufacturers made the British exhibit the largest foreign one, and second only to that of the official American National Aeronautics and Space Agency (NASA).

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 1320.

Credit for this dramatic metamorphosis goes to the British manufacturers and their local representatives, including one from Philadelphia, who accepted our invitation to come in – at their own expense – under our umbrella. Eight cars from Rolls-Royce, Jaguar, Rootes, Rover and BMC, with a performance improvement kit from Alexander Engineering Company made an attractive foreground, while tartans and Scotch whisky added the right touch of colour and flavour. A Herbert turret lathe intrigued visitors as it cut hexagonal nuts from a round bar; a Beaver drilling machine endlessly copied a crumb tray; and a Colchester lathe was put tirelessly through its paces for the ten days of the Fair. English Electric showed an electric valve actuator and transistor fuses together with slides of other products and a diagram of a giant water turbine, destined for the Toleda Bend Dam.

Unicam's Spectrophotometer put the rainbow to shame, and their Flame Photometer was a doctor's delight. Among NASA's exhibit was a giant space rocket, so we showed a full-scale model of Faraday's original experimental machine that made it possible.

A Ruston Hornsby stationary engine was in interesting juxtaposition to Ancient Grouse Scotch Whisky; publicity material on the world's first colour flight simulator, by Redifon, attracted comment and inquiries; while a nine-foot model of the Hovercraft brought questions from most, if not all, of the Fair's 150,000 visitors.

Commercial publicity films were shown daily by courtesy of NASA in their cinema at the Fair. The South-western Purchasing Agents' Association and their affiliates converted their monthly meeting into a party given by H.M. Consul-General to which 1,000 members and their wives were invited. Some people came from 300 miles away and the Association told us that some of the members present had not been to their meetings for ten years. Exclusive British food and drink was served, including Harp lager, Teacher's whisky, Schweppes' soft drinks and 1¼ cwt. of cheese from Cow & Gate and Otto Roth.

The introduction of the Purchasing Agents to the British stand and a general exposure of British products to an interested public drew many serious inquiries for all exhibits. Before the Fair ended people were competing for agencies for one of our new products, there was serious inquiry for others, and proposals to manufacture and market the Hovercraft were under study. Most of the cars shown are now sold and we are now well on the way to our sales target of the total value of the exhibits. We know that through exposure at the Fair we have broken into some so far untapped markets.

Next year the organizers are hoping to turn this event into a proper trade fair.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Europe	*This Issue*	*Mar. 6*
United Kingdom	*Nov. 1*	*Feb. 7*
Outside Europe	*Oct. 4*	*Jan. 3*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and Outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held in alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on November 1 and October 4, respectively.

UNITED KINGDOM

Addition:

BRIGHTON: 18TH SUSSEX INDUSTRIES EXHIBITION AND TRADE FAIR – September 7-12, 1964, at the Corn Exchange.

* Apply, Mrs. N. Potter, M.B.E., Federation of Sussex Industries, Seven Dials Corner, Brighton 1, Sussex.

OUTSIDE EUROPE

Amendment:

The Board of Trade have been informed that the Sydney Engineering and Industrial Exhibition will now be held from July 13-18, 1964 and not July 13-17, 1964, as shown in the *Board of Trade Journal* on October 4, 1963.

Addition:

TOKYO: JAPAN INTERNATIONAL MACHINE TOOL FAIR – November 9-20, 1964.

Apply, Tokyo International Trade Fair Commission, c/o Tokyo-To Denki Kenkujo Building No. 5, 2-chrome, Yurakucho, Chiyoda-ku, Tokyo.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. Tel. City 5757, Ext. 368, or Telex No. 25977.

A general view of the pre-Christmas display of British toys and games presented recently at the Strand Palace Hotel, London, by the British Toy Manufacturers' Association.

British displays at Nuremberg Toy Fair

BRITISH toys ranging from cowboy outfits to constructional kits will be included in two combined displays organized by the Board of Trade in collaboration with the British Toy Manufacturers' Association at the annual International Toy Fair in Nuremberg from February 23 to 28, 1964.

The two British displays will collectively cover some 3,000 square feet and will include individual exhibits by 22 firms. Other toys to be shown will include oil painting sets, nursery toys, games, roller and ice skates, toy sewing machines, jigsaws and model trains.

There will be a trade information inquiry point staffed by the Association. In addition to the official British displays, at least 30 British toy manufacturers will exhibit independently or on the stands of agents.

The British Toy Manufacturers' Association has collaborated with the Board of Trade in previous displays at the Nuremberg Toy Fair – one of the largest events of its kind in the world – and has already booked space there for a further two years.

Opportunity for British goods at Vienna Fair

THE BOARD OF TRADE propose to organize a British Section in the Hall of Nations of the Vienna International Autumn Fair, which takes place from September 13-20, 1964. The Vienna Fairs are very popular with exhibitors, and it is usually impossible for newcomers to obtain space in the commodity section of the Fairs. The Board has secured space in the Autumn, 1964, event, and the British section should present an unusual opportunity for firms wishing to exhibit both to Austrian trade buyers and the general public.

As an EFTA country, Austria has already reduced her tariffs on the import of industrial products from Britain by 50 per cent, and there will be a further reduction of 10 per cent on January 1, 1964. In 1963 substantial liberalization measures were introduced and Austria continued to enlarge her remaining import quotas.

The terms on which space and shell stands are available in the British section are as follows:

The Board of Trade will erect a shell stand covering an area of approximately 150 square feet for each exhibitor, at a charge of only 7s. per square foot. Should an exhibitor require more than 150 square feet the charge will be £2 2s. per square foot for the additional area. Both charges cover both space rent and construction costs. The Board of Trade's standard 'joint venture' terms are also available to trade associations and similar non-profit-making bodies wishing to arrange combined displays representative of the industry.

Trade associations considering participation in a joint venture are invited to discuss the matter at the outset with Export Publicity and Fairs Branch of the Board of Trade, Horse Guards Avenue, London, S.W.1 (Mr. P. Bailey, Trafalgar 8855, Ext. 2049). Firms interested in taking part individually are asked to inform Mr. Bailey similarly, if possible with an indication of the space required, before December 31. This expression of interest places inquirers under no obligation but will ensure that their likely requirements are taken into consideration in the preliminary planning.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

International poultry show

The International Poultry show organized by the 'Poultry World' and 'Farmer and Stockbreeder', held at Olympia, London from December 4 to 6 attracted more than 2,400 entries of standard-bred, pedigree and table poultry. In the trade section, more than 100 firms featured the latest mechanized equipment, appliances, housing and feeding stuffs, reflecting the mass-production methods for modern poultry and egg production.

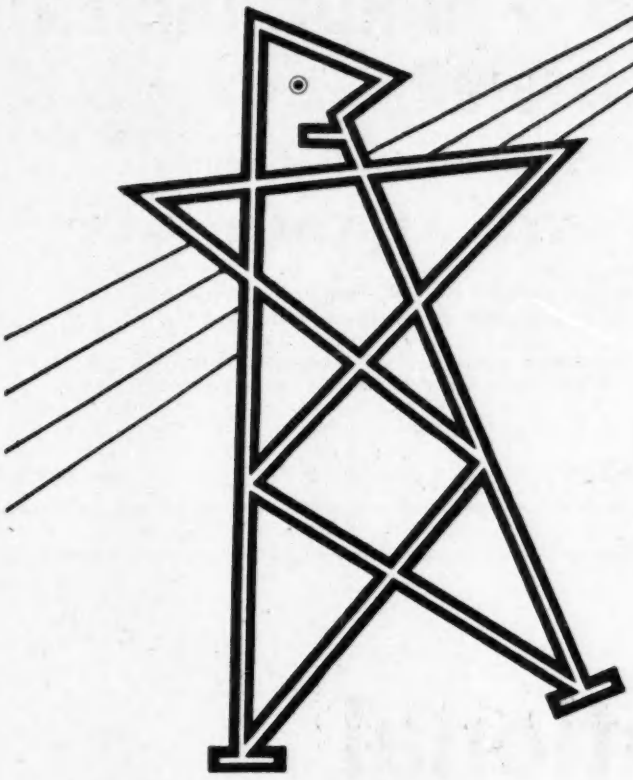
In conjunction with the show was a convention, the theme of which was 'Looking forward' when speakers discussed the broiler industry, costings and research. Young farmers from all parts of Britain competed in the poultry plucking, trussing and carving contests.

Among the new items of equipment displayed were an egg-washing machine fitted with electric heaters in the water tank, a humidifier designed for use in egg stores and hatcheries, dustproof buildings, poultry water filter, and an antibiotic claimed to be an effective treatment against chronic respiratory disease.

EASTER IN LONDON

Your date for 1964

ELECTRICAL ENGINEERS A.S.E.E. EXHIBITION



TWELFTH

Electrical Engineers Exhibition

Earls Court

London

18-25 March

£5,000,000 goods exhibited
500,000 square feet
590 exhibitors

FOR THE FIRST TIME
EXHIBITS FROM OVERSEAS

80,000 Visitors from 97 Countries came in 1962

MAY WE SEND YOU AN INVITATION NOW?

ELECTRICAL ENGINEERS A.S.E.E. EXHIBITION, MUSEUM HOUSE, MUSEUM STREET, LONDON, W.C.I

THE INTERNATIONAL

HOUSEHOLD GOODS & HARDWARE FAIR

★ COLOGNE ★

Thursday, 20th February – Sunday, 23rd February, 1964 (inclusive)

★ THE HARDWARE WORLD AT YOUR FEET ★

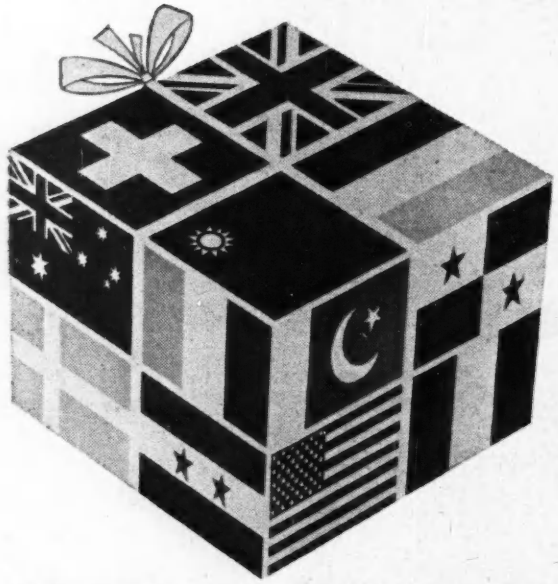
Cologne offers the most important International Market for your trade and a visit to this Fair is essential for all who wish to keep abreast of the latest developments

The Fair held in February, 1963 was attended by almost 1,900 exhibitors from 19 countries and 55,700 trade buyers from 53 countries

Information, passes (at the reduced U.K. rate of 10s. 6d. each) from:

DU MONT PUBLICITY CO. LTD., 18, Queensberry Place, London, S.W.7 Tel. KEN 1700

15th International Gifts Fair Blackpool 3-6 February 1964



Full Information from: Organising Secretary, Trade Promotion Services Ltd., St. Dunstan's House, Carey Lane, London, E.C.2, England

Samples display in Copenhagen

DANISH retailers in Copenhagen and the provinces are showing great interest in the forthcoming British Week in Denmark (September 25 – October 4, 1964) and are anxious to add British goods to their stocks in time for it. To help British manufacturers bring such goods to their notice the British Week office in Copenhagen, on the advice of Danish marketing advisers and in co-operation with the Board of Trade and the Export Council for Europe, are organizing a Samples Display in Copenhagen from Saturday February 8 to Monday February 10 inclusive.

A Samples Display is a highly simplified version of a trade fair, and its object is to attract immediate orders from trade buyers, who attend by invitation only. The general public are not admitted and there is thus no need for elaborate display. The Copenhagen display will be held in the Falkoner Centret, where all booths will be of a standard size of nine square metres and will be let to exhibitors at £25 each, inclusive of nameboard, etc.

Exhibits will be grouped in commodity sections, and on the Friday evening before the opening exhibitors will have an opportunity of inviting buyers of particular interest to them to a reception at an additional cost of a guinea a head. The British Week office has compiled an extensive list of retail and wholesale buyers in Copenhagen and the provinces, who will be sent invitations to the display.

The closing date for applications is January 8, 1964, and the application form may be obtained from Mr. G. F. Snell, Export Publicity & Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Trafalgar 8855, Ext. 3183).

Record export orders at Smithfield Show

OVERSEAS ORDERS for agricultural machinery and equipment at the Royal Smithfield Show at Earls Court, London, have become over the years an accepted feature of the event. This year's show, from December 2-6, however, is expected to break all previous records for export orders taken by the various exhibitors of such equipment. On the first day it was announced that export orders had been received by the tractor group of Ford of Britain worth £1.5 million for 2,231 Fordson tractors and spare parts.

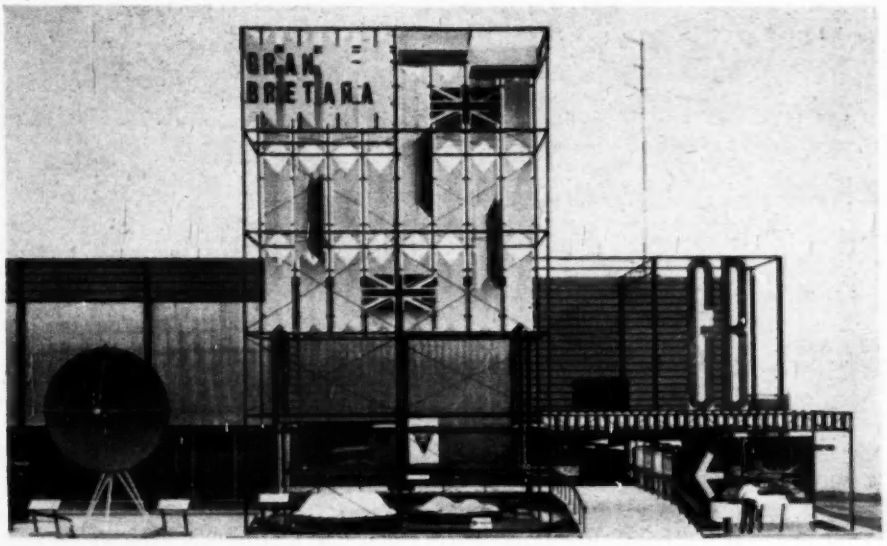
The orders were for: West Germany – 630 tractors; Denmark – 321 tractors; France – 320 tractors; Finland – 230 tractors; Italy – 160 tractors; Netherlands – 130 tractors; Belgium – 123 tractors; and other European territories – 317 tractors. Later, the Perkins group of Peterborough announced that an advance order had been placed with them by Gbr Claas, Maschinemfabrik, the West German combine harvester manufacturers for agricultural diesel engines worth more than £750,000.

Another firm – E. Allman and Co. Ltd., of Birdham, Chichester, Sussex, announced that a £20,000 order had been placed with them by a West German dealer for pumps and nozzle assemblies.

Before the show closed it was revealed by the International Harvester Company of Great Britain that it had gained export orders worth more than £5 million during the course of the event. The largest order was from South Africa for 2,500 tractors valued at nearly £2 million. Other orders were received from France for 800 of the B-614 tractor, and from Finland and Italy each for £400,000 worth of balers, and from West Germany a £250,000 order for 500 balers.

Attendances, too, reached a record figure of 78,010.

The total of 1,627 livestock and carcass entries constituted a post-war record.



The British pavilion at Lima, one of the largest at the fair, combined 38 firms displaying merchandise valued at £60,000. All the exhibitors expressed their satisfaction with the number of visitors to their stand during the 18 days of the fair.

500,000 visitors to British pavilion at Lima trade fair

BY THE TIME the Third Pacific International Trade Fair (opened October 26) had closed on November 10, well over half a million people had been through the British Pavilion alone. This is a substantial increase over 1961 when the Fair was last held. Whilst it is true that only a small proportion of the people who visited the Fair were serious buyers, some of those in attendance on their stands were agreeably surprised at the amount of business which they were able to do even late at night. One British manufacturer's representative booked an order for a packaged boiler at 10 o'clock one evening when the Pavilion was packed with sightseers.

The President of Peru, Sr. Fernando Belaunde Terry, made a special visit to the British Pavilion on the closing day of the Fair. He first called at the stand sponsored by The English Electric Co. Ltd., and George Wimpey and Co. Ltd., demonstrating the Mantaro hydro-electric project. West Coast Cables were demonstrating equipment for the transmission of photographs by telegraph and the President spent some time listening to the Manager's explanation of the process.

He also saw the life saving equipment on display : Dunlop and Beaufort (Air Sea) Equipment Ltd., and Ultra Electronics Ltd. Some time was spent explaining to the President the model displayed by John Thompson Compost Plant Ltd., of a plant for converting garbage into fertilizer for which feasibility studies had been prepared for a local municipality.

After pausing briefly at the display of Hoover domestic equipment and the photographs mounted by Lobitos Oilfields the President passed to the GEC Telecommunications exhibit which was particularly topical in view of the £1¼ million micro-wave link between Lima and Arequipa using GEC equipment which the President was to inaugurate on November 11.

Pausing for a few words with the representatives of AEC Ltd and a walk around their impressive display of heavy vehicles, the President entered the 'Mermaid Tavern' at the invitation of the British hostess, and there enjoyed a glass of Scotch whisky with the British Ambassador.

Was the Fair worth all the time and effort which went into it? The answer to this big question will not be known for some time as the exhibitors have to analyse the inquiries they received on their stands and follow these up by visits of salesmen. But the initial reactions, particularly from those who were selling capital equipment, are encouraging and, so far, sales worth over £30,000 have been concluded.

The Lima Fair is the major international fair in South America and exporters realize that with the Latin American Free Trade Area moving ahead quite rapidly with plans for interchange of goods and all that this entails in the way of regional production planning, special tariff concessions and the like, they must think in terms of collective markets.

Whatever changes of government there may be in Peru the underlying economic structure is strong and her diversified natural resources ensure substantial export earnings with which to pay for imports. Increasingly, consumer goods are being produced locally and this must react unfavourably on exports of traditional quality consumption articles from Britain.

But if the market for our consumer goods is diminishing, the opportunities for exports of capital equipment can more than compensate for this and, indeed, there is no reason why British exports to Peru should not be doubled within a very short time. Exhibitors at the Fair who were displaying British capital equipment certainly had no doubts about the extent of the market and the suitability of their products for it.

TRADE FAIRS GUIDE

A new edition – the fifth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1, Tel. Trafalgar 8855, Ext. 2631 (Ref. G.D. 1232/63).

European trade fairs and exhibitions

1964 : General

FRANKFURT: INTERNATIONAL SPRING FAIR – February 16-20.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

LEIPZIG: INTERNATIONAL SPRING FAIR – March 1-10.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

UTRECHT: INTERNATIONAL SPRING TRADE FAIR – March 9-17.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 15-22.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

LYONS: 46TH INTERNATIONAL TRADE FAIR – March 15-23.
* Apply, Robert Brandon and Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

BARCELONA: BRITISH INDUSTRIAL FAIR – April 1-12.
Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

SAARBRUCKEN: 15TH INTERNATIONAL SAAR FAIR – April 11-20.
* Apply, Messeleitung: Saarbrücken, Messegelände, Am Schanzenberg.

BASLE: 48TH SWISS INDUSTRIES FAIR – April 11-21.
* Apply, The Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

MILAN: INTERNATIONAL SAMPLES FAIR – April 12-25.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

ZAGREB: INTERNATIONAL SPRING FAIR – April 18-26.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153).

LILLE: INTERNATIONAL TRADE FAIR – April 25-May 10.
* Apply, Weigel, Leygonie and Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825/9).

HANOVER: GERMAN INDUSTRIES FAIR – April 26-May 5.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

BRUSSELS: 37TH INTERNATIONAL FAIR – April 30-May 11.
* Apply, Belgian Railways, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

LAUSANNE: SWISS NATIONAL EXHIBITION – April 30-October 25.
Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-20.
* Apply, Feria Muestraria Internacional de Valencia, Llano del Real 2, Valencia.

DUBLIN: SPRING SHOW AND INDUSTRIES FAIR – May 5-9.
* Apply, Royal Dublin Society, Balls Bridge, Dublin.

GOTHENBURG: SWEDISH TRADE FAIR – May 15-24.
* Apply, John E. Buck and Co., 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

BUDAPEST: INDUSTRIAL FAIR – May 15-25.
* Apply, Hungarian Chamber of Commerce, Rosenberg h.p.u. 17, Budapest V.

PARIS: 53RD INTERNATIONAL TRADE FAIR – May 16-June 1.
* Apply, French Chamber of Commerce, 74 Brook Street, London, W.1. (Tel. Hyde Park 2744).

PALERMO: 19TH INTERNATIONAL MEDITERRANEAN FAIR – May 23-June 7.
* Apply, Fiera del Mediterraneo-Campionaria Internazionale, Piazza Generale Cascino, Palermo.

LIEGE: INTERNATIONAL FAIR (MINING AND INDUSTRIAL MACHINERY) – May 23-June 7.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

PADUA: 41ST INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-20.
* Apply, Spanish Tourist Service, 93 Piccadilly, London, W.1. (Tel. Grosvenor 5853).

NANCY: NATIONAL FAIR – June 3-14.
* Apply, J. P. Detourbet, Commissaire-Generale, Foire Nationale de Nancy, 7 rue des Dominicains, Nancy.

ZURICH: SWISS IMPORT FAIR (ZUSPA) – June 5-14.
Apply, Genossenschaft Zurcher Spezial – Ausstellungen, Nordstrasse 20, Zurich 6.

POZNAN: 33RD INTERNATIONAL FAIR – June 7-21.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

LISBON: 5TH INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, Casa de Portugal, State Information and Tourist Office, 20 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2455).

BORDEAUX: 44TH INTERNATIONAL TRADE FAIR – June 13-25.
* Apply, Administration de la Foire Int. Bordeaux, 12 Place de la Bourse, Bordeaux.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5.
* Apply, Italian Chamber of Commerce in Gt. Britain, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

NAXXAR: 8TH MALTA TRADE FAIR – July 1-15.
* Apply, Malta Trade Fair Corporation, Exchange Buildings, Valetta, Malta.

FRANKFURT: INTERNATIONAL AUTUMN FAIR – August 30-September 3.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

STRASBOURG: 39TH EUROPEAN FAIR – September 3-15.
* Apply, Foire de Strasbourg, 9 rue Brulee, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 5-20.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

SALONIKA: INTERNATIONAL TRADE FAIR – September 6-27.
* Apply, Foire Internationale de Thessaloniki, Thessalonika.

BARI: 28TH INTERNATIONAL LEVANT FAIR – September 10-23.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 13-20.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

PLOVDIV: INTERNATIONAL FAIR – September 13-27.
† Apply, Bulgarian Chamber of Commerce, 11A Stamboliisky, Sofia.

GHENT: INTERNATIONAL FAIR – September 12-27.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

BRNO: INTERNATIONAL TRADE FAIR – September 13-27.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 14-22.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HELSINKI: FINNISH INTERNATIONAL TRADE FAIR – September 17-27.
† Apply, Suomen Messut (Finnish Fair), Töölö, Helsinki.

BERLIN: GERMAN INDUSTRIES EXHIBITION, 1964 – September 19-October 4.
* Apply, Berliner Ausstellungen Hammarskjold Platz 1-7, 1 Berlin 19.

MARSEILLES: 40TH INTERNATIONAL FAIR – September 24-October 5.
* Apply, Butler's Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

METZ: INTERNATIONAL TRADE FAIR – September 30-October 11.
* Apply, Foire Internationale de Metz, 1 Avenue de l'Amphitheatre, Metz.

1964 : Specialized

Aeronautical

HANOVER: GERMAN AVIATION EXHIBITION – April 24-May 3.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

Agricultural, Fishing, Dairy

BERLIN: INTERNATIONAL GREEN WEEK – January 24-February 2.
* Apply, Berliner Ausstellungen, Eigenbetrieb von Berlin, 1 Berlin 19 Masurenallee 5-15.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 9-15.
* Apply, Salon International de la Machine Agricole, 95 rue Saint-Lazare, Paris 9e.

VERONA: 66TH INTERNATIONAL AGRICULTURAL AND ANIMAL FARMING FAIR – March 8-16.
* Apply, Secretary General, International Agricultural Fair, Palazza del Pallone, Verona.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR – May 21-31.
* Apply, Elmia, AB Foreningstjanst, Jonkoping.

HANOVER: 48TH EXHIBITION OF THE GERMAN AGRICULTURAL SOCIETY – May 31-June 7.
† Apply, Schenkers Ltd., Finsbury Square, London, E.C.2. (Tel. Met 9711).

ANCONA: 24TH INTERNATIONAL FAIR (FISHING AND NAUTICAL SPORTS) – June 20-July 5.
* Apply, Ancona Chamber of Commerce, Fiera di Ancona, Ancona.

COPENHAGEN: INTERNATIONAL FISHERIES TRADE FAIR – September 4-13.
Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 10-16.
Apply, M. Carron, 3 rue La Boétie, Paris 8.

Building, Public Works

BRUSSELS: INTERNATIONAL BUILDING EXHIBITION – February 1-9.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARIS: INTERNATIONAL EXHIBITION OF PUBLIC WORKS AND BUILDING EQUIPMENT (EXPOMAT) – May 21-31.
† Apply, Director-General, Expomat, 1 Avenue Niel, Paris 17.

ESSEN: 2ND GERMAN BUILDING EXHIBITION (DEUBAU) – June 4-14.
Apply, Baumesse der Industrie Baustaffe, Gemeinnutzige Ausstellungs-Gesellschaft, m.b.H., Norbertstrasse 2, Essen.

Capital Goods, Engineering, Machinery, Machine Tools, etc.

MUNICH: GERMAN BUILDING MACHINES EXHIBITION (BAUMA) – March 14-22.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BELGRADE: 8TH INTERNATIONAL FAIR OF TECHNICS TECHNICAL ACHIEVEMENTS – May 24-June 2.
* Apply, Beogradski Sajam, Bulevar Vojvode Misica 14, Belgrade.

CHARLEROI: 6TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-27.
* Apply, Weigel, Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825).

TURIN: 14TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-30.
* Apply, Dr. G. Boella, Fiat England Ltd., Water Road, Wembley, Middlesex. (Tel. Perivale 5651).

Chemicals

FRANKFURT: ACHEMA CHEMICAL ENGINEERING EXHIBITION AND CONGRESS – June 19-27.
Apply, Dechema Deutsche Gesellschaft für Chemisches Apparatewesen Dechema-Haus, Rheingau-Allee 25, Frankfurt.

COLOGNE: INTERNATIONAL TRADE EXHIBITION FOR CHEMISTS AND DRUGGISTS (INDROFA) – September 24-28.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Electrical, Radio, Television, Electronics

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – February 7-11.
* Apply, Le Syndicat des Industries de Pieces Detachees et Accessoires Radioelectriques et Electroniques, 23 Rue de Lubeck, Paris 16.

Foodstuffs, Hotel and Catering

AMSTERDAM: HOTEL AND RESTAURANT INDUSTRY FAIR (HORECAVA) – January 6-9.
* Apply, R.A.I. Gebouw N.V. Europaplein 8, Amsterdam.

ESSEN: HOTEL TRADES AND CATERING EXHIBITION – September 2-9.
* Apply, Gemeinnutzige Ausstellungsgesellschaft M.C.H., Essen, Norbertstrasse 2.

UTRECHT: 14TH INTERNATIONAL FOODSTUFFS AND BEVERAGE TRADE FAIR (ROKA) – September 7-11.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 19-27.
† Apply, Verein Ausstellungspark e V., Theresienhohe 14, Munich 12.

PARMA: 19TH INTERNATIONAL FOODSTUFFS AND PACKING FAIR – September 20-30
* Apply, Italian Chamber of Commerce for Great Britain in London, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

PARIS: INTERNATIONAL HOTEL AND CATERING INDUSTRY EXHIBITION – October 8-19.
* Apply, M. Willard, 13 rue de Liège, Paris 9.

MONTPELIER: INTERNATIONAL VITICULTURAL AND WINE FAIR – October 9-19.
* Apply, Foire Internationale de la Vigne et du Vin, 11 bis rue de la Loge, Montpellier.

BERLIN: GERMAN RESTAURANT AND CATERING CONFECTIONERS' AND FOOD EXHIBITION – October 30-November 8.
† Apply, Berliner Ausstellungen, Masurenallee 5-15, Berlin-Charlottenburg 9.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES AND TRADE EQUIPMENT EXHIBITION – November 8-16.
† Apply, 42 rue du Louvre, Paris 1.

Fur

FRANKFURT: INTERNATIONAL FUR TRADE EXHIBITION – April 22-26.
* Apply, Frankfurter Rauchwaren-Messe G.m.b.H., Borsenstrasse 8, Frankfurt.

Furniture, Home Household

FRANKFURT: INTERNATIONAL TRADE FAIR FOR PERAMBULATORS, BABY GOODS, CHILDREN'S FURNITURE AND BASKET WARES – January 10-13.
* Apply, Messe und Ausstellungs—GMBH 6 Frankfurt-am-Main.

FRANKFURT: INTERNATIONAL TRADE FAIR FOR GARDEN FURNITURE, GARDEN UMBRELLAS AND GARDEN SUPPLIES – January 10-13.
* Apply, Messe und Austellungs – GMBH 6 Frankfurt-am-Main.

PARIS: INTERNATIONAL FURNITURE FAIR – January 22-27.
* Apply, Salon du Meuble et des Industries de l'Ameublement, 22 Avenue Franklin Roosevelt, Paris 8.

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 28-February 2.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 20-23.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: DOMESTIC ARTS EXHIBITION – February 24-March 15.
* Apply, Commissariat General du Salon des Arts Menagers, 15 avenue de la Division Leclerc a Puteaux, Paris.

STUTTGART: 4TH INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING (INTHERM) – April 8-12.
Apply, C.E.S. (Overseas) Ltd., 16 Blackfriars Lane, London, E.C.4. (Tel. Fleet Street 5420).

AMSTERDAM: 19TH INTERNATIONAL HOUSEHOLD FAIR – May 1-10.
* Apply, C.E.S. (Overseas) Limited, 16 Blackfriars Lane, London, E.C.4. (Tel. Fleet Street 5420).

PARIS: SALON INTERNATIONAL DES INDUSTRIES ET ARTS DU FEU (GLASSWARE, CHINA AND POTTERY) – June 14-22.
* Apply, Monsieur le President, Salon International des Industries et Arts du Feu, 32 rue de Paradis, Paris 10e.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 4-6.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

GOTHENBURG: INTERNATIONAL EXHIBITION 'DAGENS HUSHALL' (HOUSEHOLD GOODS) – September 5-13.
* Apply, Utstallningen Dagens Hushall, Kopmannens, Vasagatan 52, Gothenburg, C.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11.
* Apply, M. Bouchery, Commissaire-Generale, Palais de la Foire, Lille.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 31-November 15.
* Apply, Commissariat General, Salon de l'Enfance, de la Jeunesse et de la Famille, 11 rue Anatole-de-la-Forge, Paris 17.

Handicrafts

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS (SPRING) – January 19-27.
* Apply, Salon Commercial et Professionel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris.

MUNICH: INTERNATIONAL HANDICRAFTS AND SUPPLIER INDUSTRIES FAIR – May 21-31.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS (AUTUMN) – June 14-22.
* Apply, Salon Commercial et Professionel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris.

Horticulture

BRUSSELS: INTERNATIONAL GARDEN SHOW – February 21-March 1.
* Apply, Salon du Jardin, 14 rue Duquesnoy, Brussels 1.

VIENNA: INTERNATIONAL GARDEN SHOW – April 16-October 11.
Apply, Wiener Stadthalle-Stadion Betriebs- und Produktiensgesselschaft m.b.H., Vienna XV, Vogelweidstrasse 14.

PARIS: FLORALIES INTERNATIONALES DE PARIS, 1964 – April 24-May 3.
Apply, Commissariat General des Floralies Internationales de Paris, 1964, Grand Palais (Porte H), Avenue Alexandre 111, Paris 8e.

Horological

BESANCON: 15TH INTERNATIONAL HOROLOGICAL EXHIBITION – September 3-14.
* Apply, Salon International de l'Horlogerie, 54 Grande-Rue, Besançon.

Inventions

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March 6-15.
* Apply, Institute of Patentees and Inventors, 207/8 Abbey House, 2/8 Victoria Street, S.W.1. (Tel. Abbey 1616).

Laundry

FRANKFURT: INTERNATIONAL EXHIBITION OF LAUNDRY, DRY CLEANING AND DYEING TRADES – September 27-October 4.
Apply, Deutscher Wascherei-Verband, Hansa Allee 16, Frankfurt-am-Main.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – February 15-20.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-am-Main.

PIRMASENS: FOOTWEAR, LEATHER AND MACHINERY FAIR – May 23-28.
Apply, Messeleitung, Stadtverwaltung, Pirmasens, Dankelsbachstrasse 19, 678 Pirmasens.

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – August 29-September 3.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-Am-Main.

PARIS: INTERNATIONAL LEATHER WEEK – September 10-15.
* Apply, Semaine International du Cuir, 2 rue Edouard VII, Paris 9e.

Motor Cars, Motor Cycles, Cycles

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION – February 6-15.
† Apply, Netherlands Cycle and Automobile Industry Association, Europaplein 8, Amsterdam, 1.

BRUSSELS: 43RD INTERNATIONAL MOTOR SHOW – January 15-26.
* Apply, Commissariat General, Salon de l'Automobile, du Motocycle et du Cycle a.s.b.l., 22 rue de Luxembourg, Bruxelles 4.

AMSTERDAM: INTERNATIONAL MOTORCYCYES, MOPEDS, CYCLES AND ACCESSORIES EXHIBITION – February 28-March 7.
Apply, Nederlandsche Vereeniging de Rijiviel en Automobiel-Industrie, Europaplein 8, Amsterdam.

COPENHAGEN: INTERNATIONAL MOTOR EXHIBITION – February 28-March 8.
† Apply, Danish Association of Automobile Manufacturers and Importers, Amaliegade 22, Copenhagen k.

GENEVA: INTERNATIONAL MOTOR SHOW – March 12-22.
* Apply, Salon International de le Automobile, 5 rue Jacques-Balmat, Geneva.

PARIS: INTERNATIONAL MOTOR AND MOTOR-CYCLE SHOW – October 1-11.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

Nautical

PARIS: 3RD INTERNATIONAL EXHIBITION OF PLEASURE BOATING – January 9-19.
* Apply, SPODEX, 149 rue St. Honore, Paris 1er.

GENOA: 3RD INTERNATIONAL BOAT SHOW – January 25-February 5.
* Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey (Tel. Esher 2882).

GOTHENBURG: INTERNATIONAL SWEDISH BOAT SHOW – February 20-March 1.
* Apply, A.B. Interexpo, Stampgatan 38, Gothenburg, C.

BERLIN: INTERNATIONAL BOAT SHOW AND WATER SPORTS EXHIBITION – March 6-15.
* Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enetreprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

STOCKHOLM: 29TH INTERNATIONAL BOAT SHOW – March 11-22.
* Apply, 'Allt For Sjon' Fäck, Stockholm 28.

COPENHAGEN: SCANDINAVIAN BOAT SHOW – March 13-22.
* Apply, Skandinavisk Baadudstilling A/S, Callisensvej 21, Hellerup.

PARIS: PLEASURE BOAT SHOW, 1964 – May 14-31.
Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. Tel.: Regent 0511.

HELSINGBORG: 'SJOFART 64' – INTERNATIONAL SHIPPING EXHIBITION – August 7-23.
Apply, A. B. Hälsingborgsutställningar, Hamntorget, Hälsingborg.

PARIS: INTERNATIONAL NAUTICAL EXHIBITION – September 26-October 11.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Packaging

HELSINKI: INTERNATONAL TRANSPORT AND PACKAGING EXHIBITION – April 10-13, 1964.
Apply, Svomen Kuljetustaloudellinen Yhoistys Mikonkatu 9A, 4th Floor Room 415A, Helsinki.

AMSTERDAM: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 14-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MILAN: INTERNATIONAL PACKAGING, MECHANICAL HANDLING, INDUSTRIAL MACHINERY AND FOOD PROCESSING EXHIBITION (IPACK-IMA) – June 4-11.
Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 8-16.
† Apply, Salon de l'Emballage, 20 rue Carpeaux, Puteaux (SEINE).

PARIS: INTERNATIONAL BOTTLING EXHIBITION – November 10-16.
† Apply, M. Carron, 3 rue La Boëtie, Paris, 8.

Plastics

COPENHAGEN: INTERNATIONAL PLASTICS FAIR – April 10-19.
Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

OYONNAX (AIN): INTERNATIONAL PLASTICS EXHIBITION – May 6-12.
* Apply, M. Prestavoine, Hotel de Ville d'Oyonnax, Oyonnax (AIN), France.

MILAN: INTERNATIONAL PLASTICS EXHIBITION – September 19-27.
* Apply, Union Plast Viale, Teodorica 19, Milan.

Printing, Stationery, Office Machinery

PARIS: INTERNATIONAL OFFICE EQUIPMENT (SICOB) –October 8-17.
* Apply, Salon International de la Equipement de Bureau, 6 Place de Valois, Paris.

Sports

WIESBADEN: 25TH INTERNATIONAL SPORTS GOODS FAIR – April 26-28.
* Apply, International Sportartikelmesse Wiesbaden G.m.b.H., Postfach 2034, Langgasse 17, Wiesbaden.

PARIS: PROFESSIONAL OPEN AIR EXHIBITION – October 24-27.
* Apply, SPODEX, 149 rue St. Honore, Paris 1 er.

Textiles

PARIS: EUROPEAN SHOW FOR GENTLEMEN'S CLOTHING – February 16-18.
* Apply, Administration: Promas, 8 rue de Richelieu, Paris 1 er.

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE GARMENTS FOR MEN – March 8-11.
Apply, Centre Professional Pour l'Expansion de l'Industrie de la Confection (C.E.P.C.O. a.s.b.l.), 52 rue du Progres, Brussels.

GOTHENBURG: INTERNATIONAL TRADE FAIR FOR DOMESTIC TEXTILES AND BEDDING MATERIAL (TEXTIL 64) – March 14-22.
† Apply, John E. Buck and Co., 47 Brewer Street, Piccadilly, London, W.1. Tel. Gerrard 7576).

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – March 15-18.
* Apply, John E. Buck and Co. Ltd., 47, Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-MADE APPAREL – April 12-20.
* Apply, Salon International Du Pret a Porter Feminin, Commissariat-General, 23 rue Notre-Dame-des-Victories, Paris 2e.

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – April 26-30.
* Apply, John E. Buck and Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

PARIS: 6TH INTERNATIONAL TEXTILE FAIR (M.T.I.) – May 21-25.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 26-29.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

DORNBIRN: 16TH INTERNATIONAL EXPORT AND SAMPLES (TEXTILES) FAIR – July 11-19.
* Apply, Office of the Austrian Foreign Trade Representative 1, Hyde Park Gate, London, S.W.1. (Tel. Knightsbridge 6938).

MILAN: 15TH INTERNATIONAL TRADE EXHIBITION FOR CLOTHING AND FURNISHING FABRICS – June 4-9
Apply, Mrs. Ruth Stewart, 12 Montague Mansions, York Street, London W.1. (Tel. Hunter 4100).

OPORTO: INTERNATIONAL TEXTILE EXHIBITION – July 18-August 2.
Apply, Associacao Industrial Portuense, Rua de Mousinho da Silveira, 228 Oporto.

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – September 17-20.
* Apply, John E. Buck and Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-MADE APPAREL – October 18-26.
* Apply, Salon International Du Pret a Porter Feminin, Commissariat General, 23 rue Notre-Dame-des-Victoires, Paris 2e.

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – October 25-29.
* Apply, John E. Buck and Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel Gerrard 7576).

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 24-27.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Toys

NUREMBERG: INTERNATIONAL TOY FAIR – February 23-28.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

1965 : General

HANOVER: GERMAN INDUSTRIES FAIR – April 25-May 4.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

1965 : Specialized

Building, Public Works

BASLE: INTERNATIONAL WATER AND SEWAGE PURIFICATION EXHIBITION – March 1-7.
Apply, Dr. E. M. Bammatter, Pro Aqua Ltd., Basle 21.

Chemicals

PARIS: 7TH INTERNATIONAL CHEMICAL INDUSTRIES (RUBBER & PLASTICS) EXHIBITION – April 21-May 2.
Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

Scientific Instruments

DUSSELDORF: 3RD INTERNATIONAL CONGRESS AND EXHIBITION FOR INSTRUMENTATION (INTERKAMA) – October 13-19.
* Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

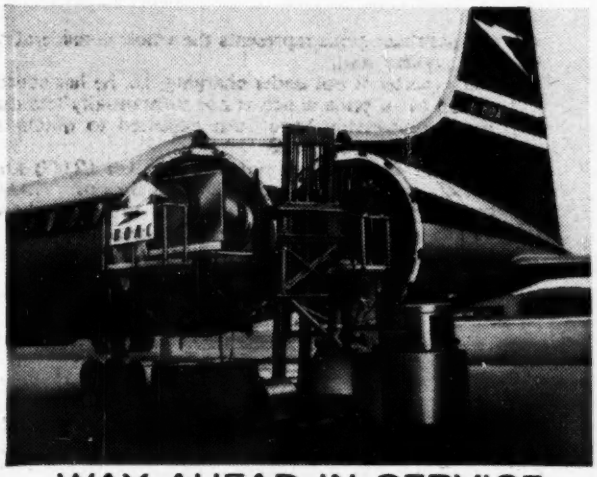
Toys

NUREMBERG: INTERNATIONAL TOY FAIR – February 14-19.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

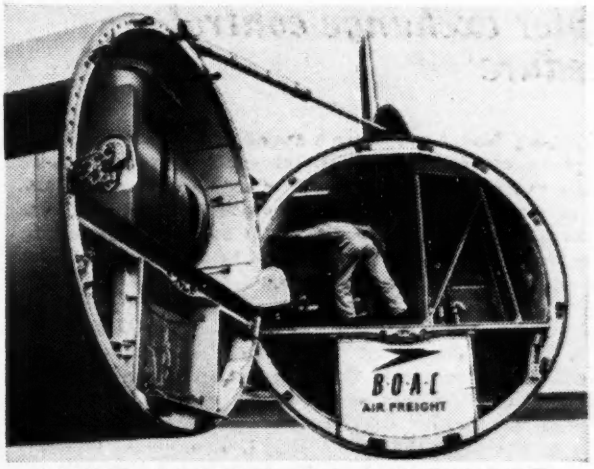
Transport

MUNICH: 3RD INTERNATIONAL EXHIBITION OF TRANSPORT AND COMMUNICATIONS – June 25-October 3.
Apply, Verein Deutsche Verkehrs-Ausstellung München 1965 e.v. Theresienhöhe 14, Munchen, 12.

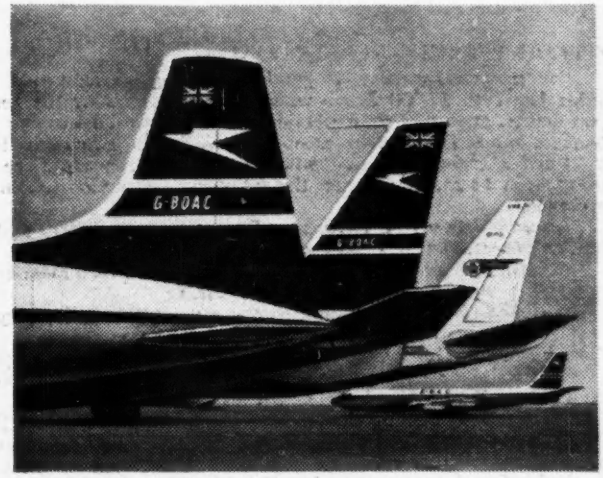
Here's why BOAC leads in AIRFREIGHT TRANSATLANTIC



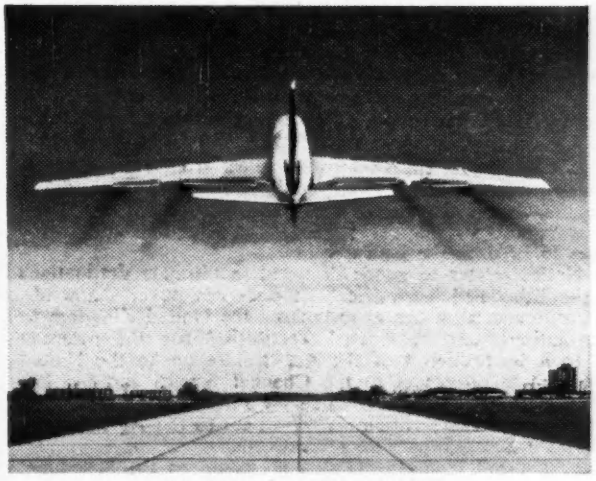
WAY AHEAD IN SERVICE
Europe's most modern facilities



WAY AHEAD IN AIRCRAFT
New swing-tail CL44s, 707 jets and DC-8s



WAY AHEAD IN FREQUENCY
With T.C.A., 60 cargo-carrying jet services every week



AWAY AHEAD!
Only BOAC flies from London, Manchester and Prestwick

BOAC's unrivalled transatlantic cargo services mean more business opportunities for you the exporter! New developments centre round the addition of 6 CL44 all-freight services a week. BOAC CL44s can take any load from an 80ft. piece of machinery weighing 28 tons down to the smallest packages—all at economical rates. Add to this your savings in insurance and packing, and the many comprehensive BOAC facilities that help speed your goods to an immediate profit, and you can see why it now makes double the sense to jet your freight by BOAC. *Have a word with your BOAC Appointed Cargo Agent, or get in touch with BOAC.*

B·O·A·C
speeds the export drive

BRITISH OVERSEAS AIRWAYS CORPORATION WITH T.C.A.

Overseas Trade and Exports

Simpler exchange control procedure

This Treasury Notice announces a simplification of the Exchange Control procedures for exports. The change is made in response to requests made by exporters. With effect from December 16, 1963, a new procedure is introduced which in most cases will abolish the requirement of 'pre-entry' with Customs and permit the documents relating to goods for export to be sent to Customs at any time up to six days after exportation. (See Board of Trade Journal November 15, page 1078)

Form C.D.3 is abolished, a new and simpler Form C.D.6 will be used as explained in this Notice. This has only one part which will be lodged in its entirety with Customs, and will not have to be certified by a bank to show that payment for the export has been duly received. Certification will not now be required in respect of pages 3-4 of outstanding Forms C.D.3. Customs may, however, specifically ask an exporter to show that payment has been received in an approved manner.

The Notice is intended to cover all the normal types of arrangement which an exporter is likely to make. It is necessarily rather lengthy. It should be read with care. Most exports will be covered by the general permission, the effect of which is summarized in paragraph 4. If an exporter considers that this general permission does not cover a particular consignment, he should refer to paragraphs 7 to 17. Paragraphs 18 to 21 explain the procedure for the completion and lodging of Form C.D.6.

1. This Notice, which supersedes with effect from December 16, 1963, all previous Exchange Control Notices to Exporters, draws attention to the requirements of the Exchange Control Act, 1947, relating to goods exported from the United Kingdom and to the formalities to be observed by exporters.

2. The Notice relates to goods exported to ultimate destinations outside the Scheduled Territories*. It does not cover diamonds. Throughout, 'exports' means exports from the United Kingdom to such destinations, and 'Scheduled Territories' has the meaning ascribed to it by Section I of the Act. References to the United Kingdom include references to the Channel Islands and the Isle of Man. In relation to exports from Jersey and Guernsey references to Customs should be construed as references to the Agent of the Impôts and the States Supervisor respectively.

3. Goods exported from the United Kingdom to the Scheduled Territories are exempt from Exchange Control. Exports from the United Kingdom to destinations outside the Scheduled Territories are subject to Exchange Control. The purpose of this control is to ensure that the United Kingdom receives the proper payment for exports, and that capital is not illegally exported.

GENERAL PERMISSION

4. In relation to exports to destinations outside the Scheduled Territories the Treasury have given the general permission set out at the end of this Notice. Its effect may be summarized as follows, though this summary is not exhaustive. The export of goods (excluding diamonds) by way of gift is permitted if the f.o.b. value of the gift does not exceed £100. The export of goods (excluding diamonds) under a contract of sale is covered if

(a) payment for them has been made or is to be made to a United Kingdom resident in the prescribed manner† or in any other manner permitted by the Treasury (for example International Money Order, see paragraph 16); and

(b) not more than six months' credit is given from the date of exportation; and

(c) the purchase price represents the whole consideration for the goods; and

(d) the exporter is not under-charging, i.e. he has contracted to sell for a price which is not substantially less than he might reasonably have been expected to obtain in all the circumstances; and

(e) for each consignment worth more than £2,000 f.o.b., a declaration is made to the Customs on Form C.D.6 (see paragraphs 18-21) when the goods are entered, which, unless pre-entry is required for reasons other than Exchange Control, may be up to six days after their exportation (see paragraph 19).

The general permission does not cover, for example, the export of goods on consignment for sale or on hire.

5. If a proposed export outside the Scheduled Territories is not covered by the general permission, special permission must be obtained before exportation. In all cases where special permission to export is not obtained, it will be the responsibility of the exporter to satisfy himself that the export is covered by the general permission. Exporters are advised to read carefully the terms of the permission.

6. This general permission does not affect the requirements under the Act in respect of the collection of sums due and the surrender of specified foreign currencies; nor does it affect the obligation to obtain an Export Licence where appropriate.

SPECIAL PERMISSION REQUIRED

7 For any consignment of goods (including consignments of a value less than £2,000 f.o.b.) which is not covered by the general permission, exporters must obtain special permission through their bankers *before exportation*, except as provided in paragraphs 14-17.

8. Form C.D.6 is to be used where appropriate in accordance with paragraphs 18-21. In addition the following instructions should be observed.

9. **Abnormal terms of payment.** – Except for gifts worth £100 or less, an exporter wishing to export goods whatever their value:

(i) without receiving payment in the prescribed manner† or

(ii) without receiving full payment, or

(iii) without conforming to the requirements of paragraph B(iii) of the Treasury general permission,

should apply to his bankers (*not* to Customs) and obtain special permission before exporting the goods. His bankers will approach the Bank of England on his behalf if necessary.

If convenient, the exporter may make his application on Form C.D.6 (see paragraphs 18-21). He will in any event be advised by his bankers whether the form needs to be stamped or otherwise marked before being produced to Customs.

10. **Extended credit.** – If an exporter wishes to give credit beyond 6 months from the date of export, he should submit to the Bank of England, through his bankers, a letter of explanation stating the extension required. This must be done whatever the value of the goods. The Bank of England's approval should be obtained before any contract providing for extended credit terms is concluded. In such cases the exporter will need to get any relevant Form C.D.6 (see paragraphs 18-21) stamped by the Bank of England before it is produced to Customs.

11. **Goods on consignment for sale.** – An exporter who wishes to export goods on consignment for sale through an agent abroad must obtain special permission before shipping the goods concerned whatever their value. Application should be made through the exporter's bankers to the Bank of England Permission may be given for individual consignments, in which case application may be made on Form C.D.6 (see paragraphs 18-21) if this is convenient, or a continuing permission may be given in appropriate cases.

12. **Goods on hire.** – Special permission must be obtained before the export of goods on hire whatever their value. Application

(*Continued on page* 1330)

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telegraphic Address
LONDON	39/45 Finsbury Square	'WINJOHN'
„	201/205 Long Lane	„
„	6 Burrell Street	„
„	13a Bruton Place	„
„	59/62 Ewer Street	„
„ (Airport)	Queen's Building,	'STONJOHN'
„ „	Bldg. III, Northern Area	„
MANCHESTER	Corn Exchange Buildings	'STONWIN'
„ (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
„ (Airport)	Building 66, Renfrew	„
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	54 Merrion Street	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
„ (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
„ (Airport)	Genair Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
NEW YORK	11 Broadway	'PENWINGATE'

Connecting with a network of reliable agents overseas

TRAVEL BRANCH

WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton Street, LONDON, W.1

Telegraphic Address 'WINGTRAV'

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

1863

1963

Our century in the East

When we opened our first branch in Calcutta in 1863, India was at the beginning of an industrial revolution. The foundations had been laid of the great tea, cotton and jute industries which were setting out on the roads that were to take them to their present important position in world trade. And at every stage *we were there*—to advise, to assist, to provide banking services. As a result, we have grown, too. In this Centenary Year our organisation comprises 167 branches in India, Pakistan, Ceylon, Aden, Somalia, East Africa and the Rhodesias. The reason for our growth? You will find it in the unrivalled quality of our service.

NATIONAL AND GRINDLAYS BANK LIMITED

HEAD OFFICE:

26 BISHOPSGATE, LONDON, E.C.2

Telephone: LONdon Wall 4040

London Offices: 54 Parliament St. S.W.1 Telephone: WHItehall 1462
13 St. James's Sq. S.W.1 Telephone: WHItehall 4611
Bankers to the Government in Aden, Kenya, Uganda, Zanzibar

should be made through the exporter's bankers to the Bank of England.

13. **Gifts of goods of a value exceeding £100 f.o.b.** – Special permission must be obtained before the goods are exported. Application should be made through the exporter's bankers to the Bank of England. The bankers will advise whether the Form C.D.6 (see paragraphs 18-21), which may be used to make the application, needs to be stamped or otherwise marked before being produced to Customs.

SPECIAL PERMISSION NOT REQUIRED

14. Special permission to export need *not* be obtained in the following instances:

(i) **Samples and goods for exhibition or advertising purposes** – These include bona fide trade or commercial travellers samples or goods for exhibition or other advertising purposes, supplied without payment, with the object of obtaining export orders. The facts, including the description and value of the goods and whether they will ultimately be sold abroad or re-imported, should be declared on any relevant Form C.D.6 (see paragraphs 18-21).

(ii) **Replacements and short shipments.** – This covers goods supplied without charge to replace previous exports rejected by the purchaser, or damaged, lost or destroyed in transit, or to complete previous short shipments. The facts, including the number of the Form C.D.3 or C.D.6 under which the original shipment was made, must be declared on any relevant Form C.D.6 (see paragraphs 18-21).

(iii) **Goods re-exported after importation for repair.** – It should be stated on any relevant Form C.D.6 (see paragraphs 18-21) that the goods are being re-exported after repair and the full value of the goods (estimated if necessary) and the repair charge should be mentioned.

15. **Export proceeds reduced by necessary disbursements.** – Disbursements necessarily incurred in a foreign currency in respect of a particular consignment may be met from the proceeds of sale and that consignment and the amount of foreign currency remitted to the United Kingdom correspondingly reduced.

16. **Payments by International Money Order.** – International Money Orders issued in a country outside the Scheduled Territories (or British Money Orders issued on instructions from the Postal Authorities in such a country) may be accepted in payment (in lieu of sterling from an External Account or a specified currency). If payment is being made in this form the type of Money Order should be stated in Section 4 of Form C.D.6 (see paragraphs 18-21).

17. **Transhipments.** – If goods of a value exceeding £2,000 f.o.b. arrive from any part of the Scheduled Territories, other than Australia or New Zealand, for transshipment to any destination outside those territories, documentary evidence should be produced to Customs indicating that an Exchange Control Export Form has been completed in the Scheduled Territory from which the goods were consigned. This evidence may be a local Exchange Control Form, or a shipping or other decument which identifies the goods, shows the final destination, and is stamped by the Exchange Control or Customs in that Scheduled Territory. In the absence of such evidence a Form C.D.6 (see paragraphs 18-21) must be submitted.

USE OF FORM C.D.6

18. Whether the export is covered by the general permission (see paragraphs 4-6) or by a special permission (see paragraphs 7-17), Form C.D.6 is required for the exportation of:

(i) a gift of goods of a value exceeding £100 f.o.b., and

(ii) any other consignment of a value exceeding £2,000 f.o.b.

Form C.D.6 is not required for consignments of lesser value, but except as provided in paragraphs 14-17 it is none the less necessary to apply for special permission for such exports if they are not covered by the general permission (see paragraphs 7-13).

19. A separate form must be used for each consignment. The completed form must be produced to Customs at the time export entry for the goods is made. Accordingly where pre-entry is required for reasons other than for Exchange Control, the form should be produced to Customs with the pre-entry documents. Where pre-entry is not required, the form together with the export specification for the goods should be lodged with Customs not later than six days after exportation. If exportation is by post, the form must accompany the parcel at the time of posting, as explained in the notes on the back of Form C.D.6.

20. Provided that there is no subsequent change in the facts as declared (see Note 5 on the back of Form C.D.6), no further action will then be required either by the exporter or by his bankers unless Customs specifically request the exporter to provide satisfactory confirmation that payment has been received in an approved manner.

21. Supplies of Form C.D.6 and further copies of this Notice may be obtained from any bank or Collector of Customs and Excise.

TREASURY PERMISSION

The text of the Treasury Permission is as follows:

A The Treasury in the exercise of their powers under Sections 23 and 37 of the Exchange Control Act 1947, and for the purposes of that Act hereby give general permission for the exportation of goods (excluding diamonds) to any destination outside the Scheduled Territories* by way of gift on condition that the f.o.b. value of any such gift does not exceed £100.

B The Treasury in the exercise of the said powers and for the said purposes hereby further give general permission for the exportation of goods (excluding diamonds) to any destination outside the Scheduled Territories* on condition that

(i) payment of the purchase price for those goods has at the date of their exportation already been made to a person resident in the United Kingdom in such manner as may from time to time be prescribed† under the said Section 23 in relation to goods of that class or description exported to that destination (or in any other manner permitted by the Treasury) or or is to be so made within six months (or within such longer periods as may be specified by the Treasury either generally or in relation to a particular consignment or class of consignments) after the date of their exportation ; and

(ii) the purchase price of the goods represents the whole of the consideration received or receivable therefor ; and

(iii) the purchase price of the goods is not substantially less than the price which an exporter from the United Kingdom might reasonably have been expected (regard being had to the terms of the transaction) to obtain for them for export to that destination at the date they were contracted to be sold ; and

(iv) (except in the case of any consignment the f.o.b. value of which is £2,000 or less) the person exporting the goods makes or causes to be made to the Commissioners of Customs and Excise such declaration as they may require‡ with regard to the goods so exported when those goods are entered to Customs but not later than six days after exportation of those goods provided that in the case of exports by post the declaration so required shall be affixed to the postal package.

C In this general permission reference to the Act includes reference to the Act as extended by the Exchange Control (Channel Islands) Order 1947.§

D The permissions given in paragraphs A and B above are subject to the condition that in any case where the Treasury so directs they shall not apply.

E In this general permission 'person' includes firm or body corporate, 'destination' means ultimate destination, 'Scheduled Territories' has the meaning ascribed to it by Section 1 of the Act and references to 'the United Kingdom' shall be deemed to include references to the Channel Islands and the Isle of Man ; and the reference to the Commissioners of Customs and Excise shall be construed, in relation to Jersey, as a reference to the Agent of the Impôts and, in relation to Guernsey, as a reference to the States Supervisor.

F This general permission shall take effect on December 16, 1963, and with effect from that date cancels and replaces all previous general permissions|| granted to exporters by the Treasury in the exercise of the said powers.

* The Scheduled Territories at present comprise the British Commonwealth (except Canada), the Irish Republic, British Trust Territories, British Protectorates and Protected States, Burma, Iceland, the Hashemite Kingdom of Jordan, Kuwait, Libya, South Africa and South West Africa, Western Samoa.

†The manner of payment currently prescribed for every class or description of goods exported to any destination outside the Scheduled Territories is payment in sterling from an External Account or payment in any specified currency. The specified currencies are: Austrian schillings, Belgian francs, Canadian dollars, Danish kroner, Deutschemarks, French francs, Italian lire, Netherlands guilders, Norwegian kroner, Portuguese escudos, Swedish kronor, Swiss francs and United States dollars.

‡Currently Form C.D.6. §S.R. & O. 1947/2034. ||The latest previous general permission (now superseded) was that dated September 1960.

TRADE AND FINANCIAL ARRANGEMENTS

Mexico and Italy

H.M. EMBASSY in Mexico City report that a Protocol to the existing Trade Agreement of September 15, 1949, between Mexico and Italy was signed in Mexico City on October 28, 1963. The Protocol, which enters into force from the date of signature, provides for an extra annual interchange of goods in both directions to the value of U.S.$ 4 million over and above normal Italo/Mexican imports and exports. Imports into Mexico from Italy under the Protocol are subject to the exportation by Mexico to Italy of goods of equal value.

Annexed to the Protocol are two Lists of Quotas; List 'A' covering Mexican exports to Italy and List 'B' covering Italian exports to Mexico. The principal items included in List 'A' are meat – fresh or refrigerated; fish and shellfish – canned or frozen; molluscs, shrimps and sardines – canned; cocoa; vegetable textile fibres (ixtle, coconut, henequen, etc.); tobacco; miscellaneous minerals; manganese – mineral; lead – in mineral form and in impure bars; colophony; vegetable oils and fats (including copra); candelilla wax; turpentine; manufactures of henequen and palm (including cloths); cotton cloth and thread; handicraft products and broom root.

The principal items included in List 'B' are olive oil; chemical and pharmaceutical products; tanned skins – without hair; plastic fibre yarns of non-cellulose origin; woollen, cotton and artificial fibre cloths, or mixtures of such fibres; woollen, cotton or synthetic fibre belting for cardboard or paper-making machines, motor compressors for refrigeration; empty hunting cartridges with percussion caps; sports guns; and machinery and equipment for the preparation of tobacco.

A translation into English of the Protocol may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E.39, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

France and Czechoslovakia

THE FRENCH *Journal Officiel* of November 14 announced the extension, for the period November 1 to December 31, 1963, of the Franco/Czechoslovakian trade agreement of November 23, 1959. The agreement was last renewed on September 15, 1962, for the twelve months November 1, 1962, to October 31, 1963.

The full French text of the notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Tanganyika and Czechoslovakia

NOTICE was given in the *Board of Trade Journal* on March 1 (page 528), of the signing of a trade agreement between Tanganyika and Czechoslovakia.

The full text of the agreement has been published in the Tanganyika *Gazette* of November 22, and a copy is available for inspection at Export Services Branch, Board of Trade, Room E.48, Hillgate House, 35 Old Bailey, London, E.C.4.

USSR trade marks legislation

AN ENGLISH translation is now available of the Soviet Decree on Trade Marks of June 23, 1962 and may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

Insured air parcel service to British Honduras suspended

The General Post Office have announced that the insured air parcel service from the United Kingdom to British Honduras was temporarily suspended on December 10 until further notice.

£1,500,000 loan to Chile

BRITAIN HAS made a loan of £1,500,000 to Chile, for the purchase of British goods and services. The loan agreement was signed on December 3 in London by H.E. the Chilean Ambassador, Senor Don Victor Santa-Cruz, and Mr. E D. L. du Cann, Minister of State, Board of Trade. The loan will be administered by the Export Credits Guarantee Department under Section 3 of the Export Guarantees Act, 1949.

The offer of the loan was referred to in the House of Commons on April 8, 1963, by Mr. du Cann, who was then Economic Secretary to the Treasury (*Hansard*, col. 1044). It forms part of the £15 million worth of additional aid linked with surplus capacity mentioned in paragraph 40 of the White Paper on Aid to Developing Countries (Cmnd. 2147). The repayment period will be 15 years including a grace period of 3 years.

In 1962 the Organization of American States, under the provisions of the Charter of Punta del Este which established the Alliance for Progress, endorsed the Chilean 10-year Economic Development Plan, which has been followed with great interest by H.M. Government. Senor Julio Philippi, now Minister of Economy, and the other members of the Chilean Economic Mission which visited the United Kingdom in May, described the nature and aims of the plan and discussions were held about the use of this loan.

H.G. Government welcome this opportunity to make a contribution not only to the cordial relations which traditionally exist between the two countries but also to the objectives of the Alliance for Progress which H.M. Government warmly support.

African and Malagasy Industrial Property Office set up under Libreville Agreement

UNDER THE TERMS of an Agreement signed at Libreville on September 13, 1962, the states which were then members of the Union Africaine et Malgache undertook to adopt uniform legislation on patents, trade marks, industrial designs and models and to set up an African and Malagasy Industrial Property Office.

On January 1, 1964, the uniform legislation will come into force in the Federal Republic of Cameroun, the Central African Republic, the Republic of the Congo (Brazzaville), the Republic of the Ivory Coast, the Republic of Dahomey, the Republic of Gabon, the Republic of Upper Volta the Malagasy Republic, the Islamic Republic of Mauritania, the Republic of the Niger, the Republic of Senegal and the Republic of Chad and from that date it will be possible to patent an invention or register a trade mark, industrial design or model in all of those countries by means of a single application to the African and Malagasy Industrial Property Office. Under the uniform legislation, however, applicants are required to appoint an agent in one of the countries and owners of existing patents, registered trade marks, designs and models must submit declarations of continuance to the African and Malagasy Industrial Property Office before January 1, 1965. The address of the African and Malagasy Industrial Property Office is O.A.M.P.I., B.P. 887 Yaounde, Cameroun, and all communications must be in the French language.

English translations of the Libreville Agreement and the uniform legislation may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

Industrial Property Convention

THE CENTRAL AFRICAN REPUBLIC, the Republic of Chad, the Kingdom of Laos and the Republic of Upper Volta have acceded in their own right to the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, having previously been Convention countries as French colonies. An Order in Council has accordingly been made declaring these countries to be Convention countries for all the purposes of the Acts relating to patents, designs and trade marks. The Order also takes formal note of the accession of the Roumanian People's Republic to the Convention, as revised in Lisbon, and declares the Republic to be a Convention country for all the purposes of the above Acts. Hitherto Roumania has been a Convention country for the purposes of some, but not all, of the provisions of those Acts.

The Order (S.I. 1963 No. 1919) came into operation on November 27, 1963. Copies may be obtained from the Sale Branch of the Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from H.M. Stationery Office, price 3d. (by post 5½d.).

Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433) (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be adressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

AUSTRALIA

Circuit Breakers for Southern Electric Authority of Queensland. January 14, 1964. E.S.B. 38167/63.*

Mooring Chain, etc. for the Maritime Services Board of New South Wales. February 24, 1964. E.S.B. 37620/63.

Switchboard Parts and Accessories for Postmaster-General's Department, Melbourne. January 30, 1964. E.S.B. 38134/63.*

BURMA

Musical Instruments and Accessories for Inspector-General of Police. January 21, 1964. E.S.B. 38327/63/D.L.F.

Industrial Development Corporation:

Paint Shop Plant and Equipment. December 31. E.S.B. 37612/63.*

Workshop Tools and Equipment. January 2, 1964. E.S.B. 37604/63.*

Civil Store Committee:

Dies. January 6 1964. E.S.B. 37613/63.*

Stocks and Dies. January 6, 1964. E.S.B. 37614/63.*

Dies. January 5 1964. E.S.B. 37615/63.*

Textiles: Narrow Fabrics. December 31, 1963-January 31, 1964. E.S.B. 37639/63.*

Tyres and Tubes. January 8, 1964. E.S.B. 37680/63.*

Stirrup Pumps: Rotary Hand Dusters. January 7, 1964. E.S.B. 37679/63.*

Chain Hoists January 7, 1964. E.S.B. 37675/63.*

Lead Wire and Cables. December 23. E.S.B. 37677/63.*

Brushes; Razor Sharpeners. January 6, 1964. E.S.B. 37672/63.*

Insulator Straps. January 7, 1964. E.S.B. 37678/63.*

Copying Apparatus. January 6, 1964. E.S.B. 37674/63.*

Concrete Reinforcement. January 8, 1964. E.S.B. 38195/63.*

Metal and G.I. Meshes. January 7, 1964. E.S.B. 38162/63.*

Photographic Equipment. January 8, 1964. E.S.B. 38165/63.*

Ball and Roller Bearings; Rubber Brake Blocks. January 6, 1964. E.S.B. 38165/63.*

Hair-dressing Equipment. January 6, 1964. E.S.B. 37670/63.*

Grinding Machines. January 6, 1964. E.S.B. 37673/63.*

Concrete Reinforcement. January 6 ,1964. E.S.B. 38169/63.*

Microptic Theodolite. January 8, 1964. E.S.B. 37631/63.*

Rubber Gloves. December 23. E.S.B. 37682/63.*

Wire. January 6, 1964. E.S.B. 37684/63.*

Chain. January 7, 1964. E.S.B. 37685/63.*

Tiles. January 7 1964. E.S.B. 37686/63.*

Wrought Iron and Steel Products. January 7, 1964. E.S.B. 37687/63.*

Glass. January 7, 1964. E.S.B. 38161/63.*

Steel Wire Ropes and Fittings. January 6, 1964. E.S.B. 38168/63.*

Jacks, Pumps and Fittings. December 23. E.S.B. 38163/63.*

Galvanized Iron Pipes. January 6, 1964. E.S.B. 38170/63.*

Electric Starters. January 7, 1964. E.S.B. 38194/63.*

Hair Dryers, Massagers and Razors. January 6, 1964. E.S.B. 37671/63.*

Hand Bellows. December 23. E.S.B. 37676/63.*

Rivets January 6, 1964. E.S.B. 37669/63.*

Drilling Machines. January 6, 1964. E.S.B. 38164/63.*

Rolled Steel Joist. January 8, 1964. E.S.B. 38304/63.*

G.I. Pipe and M.S. Tubing. January 8, 1964. E.S.B. 38306/63.*

Paper Bags. January 8, 1964. E.S.B. 38307/63.*

Bolts and Nuts. January 8, 1964. E.S.B. 38308/63.*

Hand Tools. January 6, 1964. E.S.B. 37617/63.*

Dies. January 6, 1964. E.S.B. 37619/63.*

Dies. January 6, 1964. E.S.B. 37616/63.*

Grease Packing. January 8, 1964. E.S.B. 37683/63.*

Panel Pins. (Further Information.) E.S.B. 36448/63.*

Glue. January 6, 1964. E.S.B. 38196/63.*

CANADA

Toronto Transit Commission:

Subway Cars. February 3, 1964. E.S.B. 37645/63.

Vertical Guard Rail. December 27. E.S.B. 38329/63.*

CEYLON

Contractors' Equipment for Colombo Municipal Council. December 24. E.S.B. 37635/63.

Paper and Boards for Government Stores Department. February 11, 1964. E.S.B. 37423/63.

Ministry of Land, Irrigation and Power:

Fork Lift Trucks. January 21, 1964. E.S.B. 376/6/63.

Transmission Lines. Closing date postponed to January 7, 1964. E.S.B. 32985/63.*

COLOMBIA

Watt-hour Meters for Corporation Autonoma Regional de la Sabana, Bogota. January 8, 1964. E.S.B. 36790/63.*

ECUADOR

Aluminium Sulphate for Empresa Municipal de Agua Potable, Quito. December 23. E.S.B. 38198/63.*

Telecommunications Maintenance for Director General of Communications, Quito. December 27. E.S.B. 38303/63.*

EGYPT

Egyptian Railways:

Carbide Tools. January 30, 1964. E.S.B. 38109/63.

Files. January 26, 1964 E.S.B. 38108/63.

Copper Wire. January 25, 1964. E.S.B. 38107/63.

FORMOSA

Central Trust of China:

Steel Tubes. December 24. E.S.B. 38316/63.*

Tallow. December 24. E.S.B. 38312/63.*

Vacuum Tubes. December 24. E.S.B. 38357/63.*

Industrial Lighting Fixtures. December 26. E.S.B. 38351/63.*

Induction Heater. December 24. E.S.B. 38367/63.*

Air Compressor. December 25. E.S.B. 38368/63.*

Testing Machine. December 23 E.S.B. 38313/63.*

Flow Meters. December 23. E.S.B. 38315/63.*

GERMANY (FEDERAL REPUBLIC)

NATO Infrastructure Contracts:

German Authorities:

Earthwork, Road and Building Construction. February 4, 1964 G.D. 714/63/2 (308).

Earthwork, Road and Building Construction. February 4, 1964 G.D. 714/63/2 (306).

Earthwork, Road and Building Construction. February 4, 1964 G.D. 714/63/2 (307).

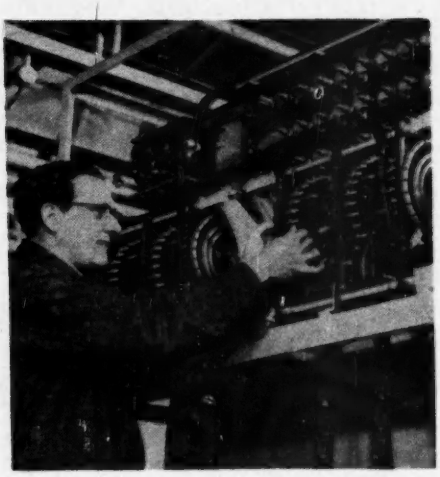
INDIA

Cables for Madras State Electricity Board. December 23. E.S.B. 38104/63.*

Dairy Equipment for Dairy Development Department, Marashtra (Further Information) E.S.B. 36905/63.

Drill Equipment and Accessories for Singareni Collieries Co. Ltd., Andhra Pradesh. January 16, 1964. E.S.B. 38103/63.*

Electrical Sub-station Equipment for Maharashtra State Electricity Board. Closing date postponed to January 16, 1964. E.S.B. 36433/63.



Final adjustments being made at the Wimbledon works of Foster Transformers to a voltage regulator which is to be exported to South Africa, where it will control a 300,000 volt test transformer, also manufactured by Fosters, at the Germiston, Transvaal, works of Johnson & Phillips. The order was placed through the Metal Industries Group's South African subsidiary.

Machine Tools for Hindustan Shipyard Ltd. December 23. E.S.B. 38353/63.*

Plant and Equipment for Producing Dead Burnt Magnesite for U.P. State Industrial Corporation. March 15, 1964 E.S.B. 38116/63.

Transformers for Rajasthan State Electricity Board. December 30. E.S.B. 38106/63.

Procurement Circle, Talwara Township:

Saw Sharpening Machine. February 2, 1964. E.S.B. 38105/63.

Plug Valves. December 23. E.S.B. 38113/63.

Atomic Energy Establishment:

Pressure Sensor. December 31. E.S.B. 38190/63.

D.C. Milliammeters. December 30. E.S.B. 38189/63.

Micro-Voltmeter-Picoammeter. December 30. E.S.B. 38188/63.

Supplies and Disposals Directorate:

Wagon Drills. January 16, 1964. E.S.B. 38112/63.*

Tinned Plate. December 27. E.S.B. 38114/63.*

Crawler Tractor. December 31. E.S.B. 38115/63.*

IRAQ

Tetra-Ethyl Lead for Government Oil Refineries Administration December 23. E.S.B. 38302/63.

Water Control Project for the Directorate of Irrigation. February 13, 1964. E.S.B. 38200/63.

Ministry of Finance:

Statistics Apparatus (Punched Card Equipment). February 19 1964. Tender documents now available. E.S.B. 37481/63.*

Radio Valves. January 12, 1964. Tender documents now available E.S.B. 37482/63.*

The Ministry of Defence:

Bakery Equipment. January 8, 1964. E.S.B. 38331/63.*

Musical Instrument Accessories; Uniform Belts. January 8, 1964. E.S.B. 38330/63.*

Radio Spare Parts. January 8, 1964. E.S.B. 38301/63.*

Spare Parts for Power Units (Engines). (Tender has now been re-issued.) January 1, 1964. E.S.B. 31036/63.*

JAMAICA

Gas Main System for Ministry of Trade and Industry. Closing date not known. E.S.B. 26920/63.

KUWAIT

Insulation Material for the Ministry of Electricity and Water. December 29. E.S.B. 38270/63.*

Protective Clothing for Kuwait Oil Co. January 5, 1964. E.S.B. 38347/63.*

MALAYSIA

Transformers for Public Utilities Board. (Further Information.) December 26. Tender documents now available. E.S.B. 37472/63.*

NEW ZEALAND

Mechanical Loading Equipment for Timaru Harbour Board. (Further Information.) Closing date postponed to January 8, 1964. E.S.B. 20444/62.

(Continued on page 1335)

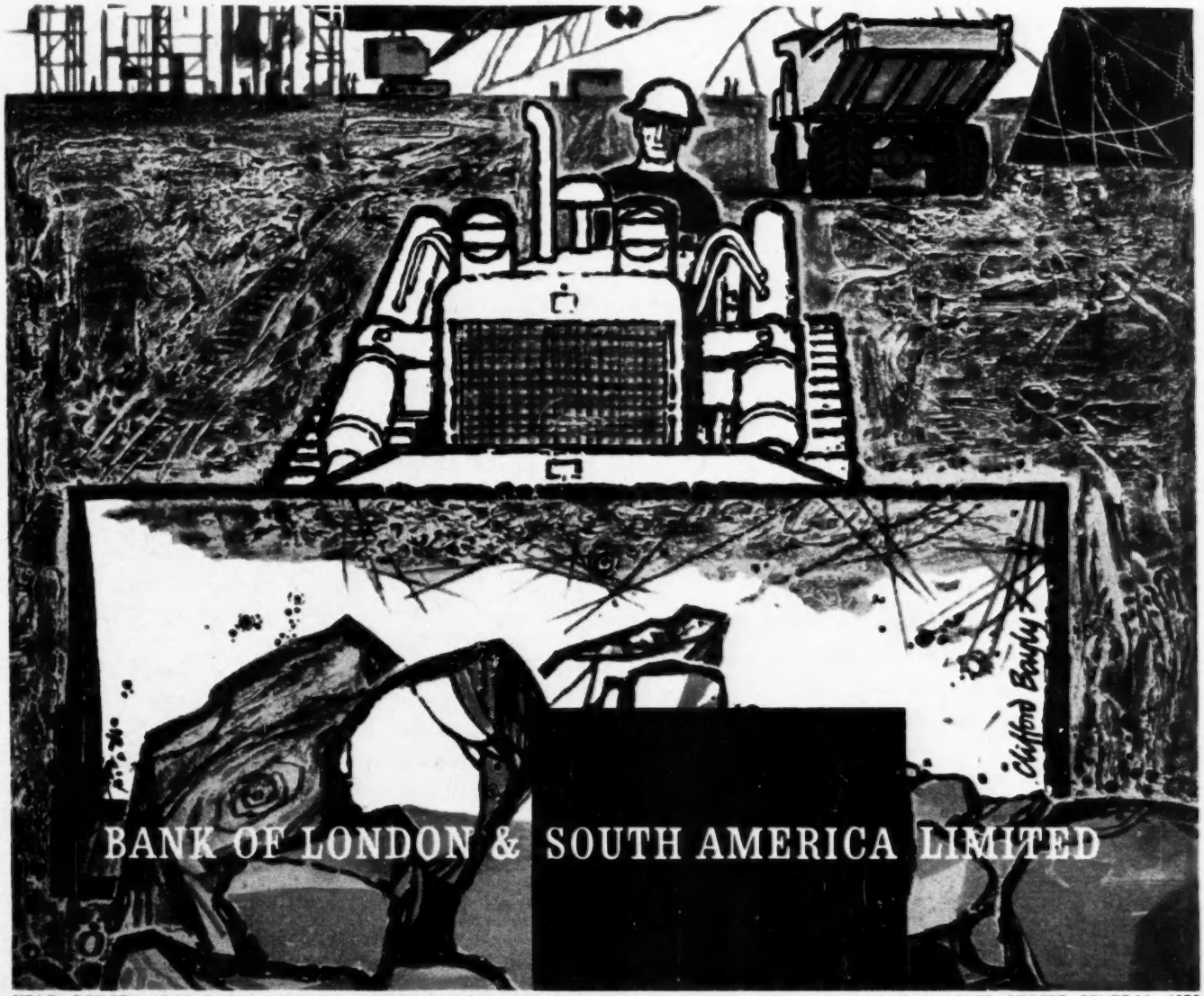
Growing Pains in Export! **We specialise in helping Export Divisions to help themselves by constructive analysis and aid – either on a short term or continuing basis.**

EXPORT MANAGEMENT CONSULTANTS LTD., 26 Sackville Street, London, W.1

REGENT 4983/4

BIG THINGS ARE HAPPENING IN SOUTH AMERICA

The economic face of South America is continually changing. New, ambitious development schemes are being planned and carried through; the process of industrialisation is rapid. In all this, foreign capital is assisting, and there are many excellent opportunities for engineering contractors and manufacturers of capital goods. In nearly every republic of Central and South America and the Caribbean there are branches of the Bank of London and South America and its associates, the Bank of London and Montreal and Balfour, Williamson & Co. If you are interested in export opportunities, or have export problems in these areas the Bank will always be more than pleased to discuss these matters with you.



HEAD OFFICE : 40-66 QUEEN VICTORIA STREET LONDON EC4 CITY 9822 • BIRMINGHAM 3 : 50 GREAT CHARLES STREET CENTRAL 4058 BRADFORD : 55 WELL STREET BRADFORD 25693 • MANCHESTER : 36 CHARLOTTE STREET CENTRAL 3135 • GLASGOW C1 : 54 WEST NILE STREET CITY 5393 • REPRESENTED THROUGHOUT LATIN AMERICA PORTUGAL AND SPAIN AND IN NEW YORK PARIS AND ZURICH

ABSTRACT CALLIGRAPHIC RENDITION OF MT. FUJI

JAPAN
RIGHT HERE IN LONDON

No further away than your telephone or mailbox—just call or drop a note—and the information facilities and services that have made FUJI BANK Japan's largest commercial bank are yours.

189 OFFICES THROUGHOUT JAPAN

THE FUJI BANK LTD

London Office: Salisbury House, Finsbury Circus, London, E.C.2
Head Office: Tokyo, Japan.
Overseas Offices: New York, U.S.A., Dusseldorf, F.R. Germany
Representative: Calcutta, India

Looking ahead

Trade and Growth in Modern Britain

Broadsheets explaining Britain's economic policy have now reached the round dozen. Trade expansion, economic growth, and aspects of growth were dealt with in three groups of three. The most recent trio comprises the following titles:

10. *Our Aid Effort* (how we help poorer countries)
11. *Public Spending* (how and why money is raised)
12. *Trading with Europe* (its importance for us)

Further broadsheets are in preparation. Numbers 1-12 are available now (free) from Circulation Section (H), Central Office of Information, Hercules Road, S.E.1.

Merchant Banking with Guinness Mahon

How financial advisers could help your company

IT is surprising how many times a company can benefit from retaining expert advice on its financial affairs. Earning the best return on existing capital, improving liquidity, raising new capital, obtaining a Stock Exchange quotation, expansion by acquisition, all are problems on which many companies benefit from expert advice.

Guinness Mahon are financial advisers to companies of all sizes in many different industries. Young and growing concerns require our services as much as fully established ones, since financial problems often form a barrier to expansion.

If you are interested in this or any other of the services of a Merchant and Investment Bank, you are invited to see a director of Guinness Mahon. Each customer's affairs at the bank are under the direct supervision of a director.

Guinness Mahon & Co. Limited
53 Cornhill, London, EC3 · Tel: Mansion House 6141
Guinness & Mahon, 17 College Green, Dublin.
MERCHANT & INVESTMENT BANKERS
Established 1836

General Post Office:
Circuit Breakers. January 21, 1964. E.S.B. 38342/63.*
Test Instruments. January 27, 1964. E.S.B. 38136/63.*
Voltmeter; Diode Tester. January 22, 1964. E.S.B. 38135/63.*

PAKISTAN

Cable Fault Locator for Telegraph and Telephone Directorate General. December 30. E.S.B. 38143/63.
Concrete Pole for Water and Power Development Authority December 23. E.S.B. 38180/63.
Zinc Tiles for Department of Investment, Promotion, Supplies. December 26. E.S.B. 38147/63.
Directorate of Supply:
Drugs and Medicines. December 24. E.S.B. 36916/63.*
Laboratory Equipment; Serums. December 30. E.S.B. 36915/63.
Pakistan Western Railway:
Chemicals December 26. E.S.B. 37657/63.
Photographic Developing Materials. December 24. E.S.B. 37655/63.
Paper. Decembe 26. E.S.B. 37656/63.
Calcium Carbide. December 24. E.S.B. 37654/63.*

PORTUGUESE WEST AFRICA

Air-Conditioning Plant for General Post Office. December 24 E.S.B. 37659/63.
Cable for Water and Electricity Board. January 10, 1964. E.S.B. 37658 63.
Electrical Equipment for Municipality of Nova Lisboa. January 10, 1964 E.S.B. 38186/63.
Vehicles for Lobito Municipality. January 11, 1964. E.S.B. 37660/63.

SOUTH AFRICA

Vacuum Sterilizer for Transvaal Provincial Tender Board. January 10, 1964 E.S.B. 38384/63.*
Water Pipes for Rand Water Board. Closing date postponed to January 24, 1964. E.S.B. 36442/63.*
South African Broadcasting Corporation:
Diesel Generating Plant. January 6, 1964. E.S.B. 38156/63.
Voltage Regulators. January 6, 1964. E.S.B. 38157/63.
South African Railways:
Parcels and Baggage Vans. March 6, 1964. E.S.B. 38159/63.
Point Machines. January 10, 1964. E.S.B. 38154/63.*

Cape Provincial Administration:
Office and School Requisites. January 10, 1964. E.S.B. 37951/63.*
Textiles; Needles. January 7, 1964. E.S.B. 37650/63.*
Hand Tools; Hinges. January 7, 1964. E.S.B. 37649/63.*
Laboratory Equipment. January 6, 1964. E.S.B. 38341/63.*
State Tender Board:
Cast Iron Reducers. January 2, 1964. E.S.B. 38118/63.*
Food Preparations and Kitchen Equipment. December 31 E.S.B. 37700/63.*
Oil Circuit Breakers. January 2, 1964. E.S.B. 37691/63.*
Cable. January 2, 1964 E.S.B. 38101/63.*
Steel Tubes and Couplings. January 2, 1964. E.S.B. 38102/63.*
Motor Cycles. December 27. E.S.B. 37692/63.*
Compaction Rammers. December 23. E.S.B. 37693/63.*
Generating Sets January 2, 1964 E.S.B. 37694/63.*
Boilers for Soyer Stoves. December 23. E.S.B. 37695/63.*
Steel Wire. December 27. E.S.B. 38117/63.*

SOUTH VIETNAM

Tyres and Tubes for Central Purchasing Authority. December 27. E.S.B. 38137/63.*

SPAIN

Machine Tools; Cranes; Trucks; Miscellaneous Electric Equipment for Departmento de Material y Traccion. December 30. E.S.B. 38340/63.*
Ministerio de Obras Publicas:
Contractors' Equipment. (Advance Information.) Closing date not known. E.S.B. 37638/63.
Flood Defences Construction Project. January 31, 1964. E.S.B. 37697/63.

SUDAN

Tyres and Tubes for Ministry of Works. January 13, 1964. E.S.B. 38171/63.*

Sudan Railways:
Battery Chargers. January 9, 1964. E.S.B. 38181/63.*
Crane. January 2, 1964. E.S.B. 38182/63.*
Flour Grinder January 2, 1964 E.S.B. 38184/63.
Station Wagon. January 6, 1964 E.S.B. 38183/63.
Hydraulic Jacks. January 6, 1964. E.S.B. 38185/63.

SYRIA

Air-Conditioning Equipment for Syrian Tobacco Monopoly. December 26. E.S.B. 37626/63.*

THAILAND

Cable Splicing Kits and Materials for Metropolitan Electricity Authority. (Further Information) January 7, 1964 Tender documents now available. E.S.B. 36764/63.*
Royal Irrigation Department:
Boiler. January 10, 1964. E.S.B. 38152/63.*
Rock Drilling Machinery. December 23. E.S.B. 38153/63.*

TURKEY

Cement Works Expansion Project for Turkiye Cimento Sanayii T.A.S. January 15, 1964. E.S.B. 38338/63.*
NATO Infrastructure Contract:
Pipeline Construction and Connection Facilities for Turkish Authorities. January 6 1964. G.D. 535/63 (63).
Turkish Maritime Bank:
Main Switchboard. January 2, 1964. E.S.B. 38358/63.*
Laundry Equipment. December 27. E.S.B. 38359/63.*
Ironing Machine. December 29 E.S.B. 33360/63.*
D.S.I. Genel Mudurlugu Makina ve Ikmal:
Drilling Equipment. January 5, 1964. E.S.B. 38333/63.*
Geophysical Instruments. January 8, 1964. E.S.B. 33335/63.*
Drilling Equipment. January 6, 1964. E.S.B. 38334/63.*
Water-Testing Equipment. January 2, 1964. E.S.B. 38336/63.*
Laboratory Equipment. January 13, 1964. E.S.B. 38366/63.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4; (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Australia
Agency inquiry for generating equipment. (E.S.B 32784/63.)
Inquiry for wire rope. (E.S.B. 35668/63.)
Reference to the Special Advisory Authority in respect of safflower seed oil and soya bean oil. (C.R.E. 2494/63.)

Austria
Market report on preserved, frozen and canned foods. (E.S.B. 27970/63.)

Belgium
Inquiry for furniture. (E.S.B. 37591/63.)

Canada
Agency inquiry for marine equipment. (E.S.B. 38225/63.)
Agency inquiry for sports equipment. (E.S.B. 38066/63.)
Inquiry for building and decorating materials; products for construction industry. (E.S.B. 37559/63.)
Inquiry for engineering products; heavy equipment. (E.S.B. 37593/63.)
Inquiry for agricultural machinery. (E.S.B. 37926/63.)
Inquiry for haberdashery; novelties; toys. (E.S.B. 37941/63.)
Inquiry for brass tubing. (E.S.B. 37900/63.)
Inquiry for industrial valves. (E.S.B. 37879/63.)
Inquiry for giftware; household glassware. (E.S.B. 38011/63.)

Colombia
Inquiry for flush valves. (E.S.B. 37528/63.)
Opportunities to supply goods and equipment to the Caja Agraria (E.S.B. 30713/63.)

Congo, Republic of (Leopoldville)
Economic report, October 1963. (C.R.E. 3480/G.)

Cyprus
Agency inquiry for catering equipment. (E.S.B. 37868/63.)

Denmark
Agency inquiry for carpets; handkerchiefs; scarves; socks; woollen and worsted piece-goods. (E.S.B. 37820/63.)
Agency inquiry for nylon charmeuse fabric. (E.S.B. 37743/63.)
Inquiry for laboratory equipment for plywood testing. (E.S.B. 37558/63.)
Inquiry for alternators. (E.S.B. 37995/63.)

Finland
Agency inquiry for textiles. (E.S.B. 34668/63.)
Agency inquiry for soap. (E.S.B. 37704/63.)

France
Agency inquiry for leather fancy goods. (E.S.B. 37888/63.)
Agency inquiry for hand and machine tools. (E.S.B. 28811/63.)
Agency inquiry for archery equipment; hunting rifles. (E.S.B. 38050/63.)
Agency inquiry for brassware; lighting appliances. (E.S.B. 37374/63.)
Agency inquiry for soap dispensers. (E.S.B. 37919/63.)

Germany
Agency inquiry for ammunition; sporting guns; shooting range equipment. (E.S.B. 37996/63.)
Agency inquiry for furniture castors. (E.S.B. 37597/63.)
Market report on boats and marine engines. (E.S.B. 31106/63.)
Import opportunity – canned green peas. (C.R.E. 158/62.)
Import opportunity – preparations of green beans. (C.R.E. 158/62.)

Ghana
Inquiry for chemicals for water-purification. (E.S.B. 37369/63.)
Government building projects and expenditure 1963-64. (E.S.B. 35776/63.)

Guatemala
Air terminal project. (E.S.B. 37315/63.)

Hungary
Economic report, July-September 1963. (C.R.E. 4288/61.)

Italy
Agency inquiry for stainless steel. (E.S.B. 37291/63.)

Jamaica
Agency inquiry for gloves. (E.S.B. 38089/63.)

Japan
Inquiry for mirrors. (E.S.B. 37585/63.)

Malaysia
Agency inquiry for plastics household articles. (E.S.B. 37545/63.)

New Zealand
Agency inquiry for furnishing fabrics. (E.S.B. 24214/63.)

Pakistan
Inquiry in respect of medical equipment and supplies. (E.S.B. 32026/63.)

Philippines
Inquiry for pharmaceutical preparations. (E.S.B. 37776/63.)

Poland
Economic report, October 1963. (C.R.E. 8644/63.)

Portugal
Inquiry for quartz tubes. (E.S.B. 37724/63.)
Market report on laundry and dry-cleaning machinery (E.S.B. 34495/63.)

Saudi Arabia
Inquiry for floating health units; hospitals; mobile dispensaries. (E.S.B 33804/63.)

South Africa
Agency inquiry for glass oil lamp chimneys. (E.S.B. 36830/63.)

Southern Rhodesia, Northern Rhodesia and Nyasaland
Market report on agricultural and horticultural machinery and equipment. (E.S.B. 33966/63.)

Spain
Inquiry for linen. (E.S.B. 37763/63.)

Sweden
Agency inquiry for cast iron pipes. (E.S.B. 37373/63.)
Agency inquiry for foundry equipment and materials. (E.S.B. 37372/63.)
Agency inquiry for chamois leathers; footwear; haberdashery; toiletries. (E.S.B. 36806/63.)
Inquiry for leather cloth; linings for leather goods. (E.S.B. 35359/63.)
Inquiry for aluminium sulphate. (E.S.B. 12311/63.)
Economic report, October 1963. (C.R.E. 2452/63.)

Switzerland
Agency inquiry for steel sheets; electrical steel; stainless steel. (E.S.B. 37719/63.)
Agency inquiry for toys. (E.S.B. 37162/63.)
Agency inquiry for pullovers. (E.S.B. 37079/63.)
Agency inquiry for water leak detecting equipment. (E.S.B. 38053/63.)
Agency inquiry for ferrous and non-ferrous metals. (E.S.B. 27542/63.)

Tanganyika/Czechoslovakia
Trade Agreement (C.R.E. 7004/G.)

Turkey
Agency inquiry for pumps. (E.S.B. 37322/63.)
Inquiry for fluorspar. (E.S.B. 37305/63.)

Uganda
Inquiry for plant for manufacturing electric lamps. (E.S.B. 38063/63.)

United States of America
Inquiry for electronic components; test equipment.
Inquiry for cheese. (E.S.B. 37082/63.)
Inquiry for crawler driver chains; steel rounds. (E.S.B. 38086/63.)
Inquiry for toys – further information. (E.S.B. 36001/63.)
Manufacture under licence – office chair tilting mechanism. (E.S.B. 28603/63.)

Uruguay
Agency inquiry for chemicals. (E.S.B. 33541/63.)

Venezuela
Joint venture – biscuits. (E.S.B. 37803/63.)

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Remission of duty and processing levy

A NOTICE published in the *Board of Trade Journal* on July 19, 1963, page 161, summarized the administrative procedures, laid down by the Commission of the European Economic Community, for determining when goods passing between member States would qualify for the benefits of the tariff reductions, freedom from quantitative restrictions, or increased quotas between them which took effect under the provisions of the Treaty of Rome. The notice set out the conditions and the requirements to be met by the exporter in the member State, for obtaining the benefits accorded to trade between the member States.

During 1962, the provisions of the Treaty dealing with tariff matters had been affected as a result of the introduction of a levy system for certain agricultural products and the association of Greece and the Community. The *Journal Officiel des Communautes Europeennes* dated November 28, contains the text of a Decision, taken by the Commission on October 14, which amends the Decisions of June 28, 1960 and December 5, 1960, relating to the movement of goods falling within the competence of the EEC obtained in a member State and in whose manufacture products have been used which, within the manufacturing member State, have not been charged with the Customs duties or taxes with equivalent effect to which they were liable, or which have been granted a full or partial refund of duties or taxes.

An unofficial translation of the text of this Decision is given below.

Decision of the Commission of October 14, 1963

relating to the movement of goods obtained in a Member State and in whose manufacture products have been used which, within the manufacturing Member State, have not been charged with the Customs duties or taxes with equivalent effect to which they were liable, or which have been granted a full or partial refund of duties or taxes.

(63/637/EEC)

Title 1

General Remarks

Article 1

1. Goods falling within the competence of the European Economic Community, obtained in a Member State, in whose manufacture products have been used which have not been charged with the Customs duties or taxes with equivalent effect to which they were liable within that Member State, or which have been granted a full or partial refund of such duties or taxes, shall be eligible, on import into the other Member States, for Community treatment in the shape of the progressive elimination of Customs duties, quantitative restrictions and all measures having equivalent effect, or, where the Council regulations for the gradual setting up of a common market organization in certain agricultural spheres do not prohibit recourse to the provisions of Article 10 paragraph 2, second sub-paragraph of the Treaty, the application of the system of intra-community agricultural levies, under the conditions laid down in Articles 4 to 10 below.

2. Those products shall be deemed to be used in the manufacture of goods in the circumstances mentioned in paragraph 1, which, under the previous Customs system applicable to goods previously exported or an analogous system are imported into the manufacturing Member State with full or partial exemption from the Customs duties and taxes with equivalent effect to which they are liable, up to a quantity corresponding to the quantity of similar products taken on to the domestic market of that Member State and and utilized in the manufacture of the goods previously exported.

Article 2

When the manufacture of a commodity involves at the same time products to which the system of agricultural levies does not apply and products to which the said system applies, the provisions of Articles 4, 5, 8 and 9 below of this decision shall be applicable concurrently.

Article 3

The provisions of the decisions of December 5, 1960 and July 17, 1962, taken by the Commission in implementation of Article 10 paragraph 2, first sub-paragraph of the Treaty setting up the European Economic Community shall apply to goods satisfying the conditions laid down by this decision for eligibility for Community treatment.

Title II

Provisions applicable in the event of products being utilized to which the system of agricultural levies does not apply.

Article 4

Insofar as products to which the system of agricultural levies does not apply have been used in the manufacture of goods, such goods obtained in a Member State in the circumstances mentioned in Article 1 above shall be eligible for Community treatment when the said products:

(a) originate in another Member State within the meaning of Article 9 paragraph 2 of the Treaty;

or

(b) have been in free circulation in another Member State within the meaning of Article 10 paragraph 1 of the Treaty;

or

(c) have been obtained in another Member State in the circumstances mentioned in Article 1 above and themselves satisfy the conditions necessary in order to be eligible for Community treatment;

or

(d) have been imported from a country associated with the European Economic Community, provided that they satisfy the conditions necessary to be eligible, on import into the Member States for Community treatment.

Article 5

1. Insofar as products to which the system of agricultural levies does not apply and which do not fall within any of the classes mentioned in Article 4 above have been used in the manufacture of goods, such goods obtained in a Member State in the circumstances mentioned in Article 1 above shall be eligible for Community treatment on condition that a compensatory levy be collected in the manufacturing Member State at a rate equal to a percentage:

– of the common Customs Tariff duty relating to the said products, in the case of products falling within the competence of the European Economic Community;

– of the harmonized Customs Tariff duty in force in the manufacturing Member State with regard to these products, in the case of products falling within the competence of the European Coal and Steel Community.

2. For each period to be determined by the Commission, the Commission shall lay down this percentage taking into account the extent to which the Customs Union has been achieved.

Article 6

The compensatory levy mentioned in Article 5 above shall be calculated according to the nature and value – or, where appropriate, any other basis of assessment laid down in this connection – of the products used in the manufacturing process, such nature and value being established by the Customs either when the products were accepted as eligible for the system of treatment under which the said manufacturing process was carried out or, in cases covered by the system applicable to goods previously exported or an analogous system, on import of similar products to replace products drawn from the home market and used in the manufacture of the goods previously exported.

Article 7

The date to be considered in determining the rate of the compensatory levy shall be that on which the export of the products takes place. However when the goods are placed in a bonded warehouse in the manufacturing Member State before being exported to another Member State, the date to be considered shall be that on which the goods were stored in the bonded warehouse.

Title III

Provisions applicable in the event of utilization of products to which the system of agricultural levies applies.

Article 8

Insofar as products to which the system of agricultural levies applies have been used in the manufacture of goods, such goods obtained in a Member

State in the circumstances mentioned in Article 1 above shall be eligible for Community treatment when the said products:

(a) originate in another Member State within the meaning of Article 9 paragraph 2 of the Treaty;

or

(b) have been in free circulation in another Member State within the meaning of Article 10 paragraph 1 of the Treaty;

or

(c) have been obtained in another Member State in the circumstances mentioned in Article 1 above and themselves satisfy the conditions necessary for eligibility for Community treatment;

or

(d) have been imported from a country associated with the European Economic Community, provided that they satisfy the conditions necessary for eligibility on import into the Member States, for Community treatment, on condition however that the said products have not been granted a refund with the effect of bringing their prices to a lower level than that prevailing, for each product in question, on the market of the Member State charging the lowest price.

Article 9

1. Insofar as products to which the system of agricultural levies applies and which do not fall within any of the classes mentioned in Article 8 above have been used in the manufacture of goods, such goods obtained in a Member State in the circumstances mentioned in Article 1 above shall be eligible for Community treatment on condition that a compensatory levy be collected in the manufacturing Member State at a rate equal to a percentage of the arithmetic mean of the agricultural levies imposed in relation to third countries applicable to the said products within the Member States.

2. For each quarter of the calendar year, the Commission shall lay down, on the basis of levies imposed during the last quarter for which information is available, the arithmetic mean of the agricultural levies used as a basis for calculating the compensatory levy mentioned in paragraph 1.

Article 10

The provisions of Articles 5, 6 and 7 above shall be applicable, *mutatis mutandis*, to the compensatory levy mentioned in Article 9 above.

Title IV

Final Provisions

Article 11

The Member States shall keep each other informed and shall inform the Commission of any measures they may take with a view to the uniform implementation of this decision.

Article 12

The decisions of June 28 and December 5, 1960, relating to the movement of goods in whose manufacture products have been used which have not been charged with the Customs duties or taxes with equivalent effect to which they were liable, or which have been granted a full or partial refund of such duties or taxes shall cease to be effective on January 1, 1964.

Article 13

The Member States shall implement this decision from January 1, 1964.

Article 14

This decision is addressed to all Member States.

Done at Brussels, October 14, 1963.

By the Commission,
The President,
Walter Hallstein.

A further Decision of the Commission of the same date lays down the percentages to be used for calculating the compensatory levy. The following is an unofficial translation of the text of this Decision.

Article 1

As from the January 1, 1964, and until a further Decision of the Commission, the percentage of customs duties and of the arithmetical mean of the agricultural levies applicable to third countries to be taken into consideration for the purpose of determining the rate of the compensatory levies provided for by the Decision of October 14, 1963, is fixed at:

- 55, as regards the compensatory levy provided for by Article 5 of the said Decision;
- 60, as regards the compensatory levy provided for by Article 9 of the said Decision.

Article 2

The present Decision is addressed to all member States.

Brussels, October 14, 1963.

By the Commission
The President,
Walter Hallstein.

With regard to the above translations attention is drawn to the fact that the only authentic texts are those issued in the languages of the European Economic Community.

Tariffs in the EEC

THE *Journal Officiel des Communautes Europeennes* dated November 28, contains the text of a Decision taken by the Council of the European Economic Community to suspend temporarily the Common Tariff for the items shown below. The issue of the Journal also contains the texts of Decisions adopted by the Commission of the EEC authorizing France to postpone the lowering of her tariffs for the period covered by the Council's Decision to temporarily suspend the Common Tariff for these items. Belgium and Luxembourg have, similarly, been authorized to postpone the lowering of their national tariffs for the products covered by heading ex. 03.01 B. I c.

Tariff Heading	Description of Goods	Common Tariff
03.01	Fish, fresh (live or dead), chilled or frozen:	
	A. Fresh water fish:	
	ex. II. Other:	
	Eels	Total suspension until December 31, 1963
	B. Salt water fish:	
	I. Whole, headless or in pieces:	
	ex (c) Other:	
	*Sea perch ('loups')	Total suspension until December 31, 1963.
	Sea mullet ('rougets')	
	Sea bream ('dorades')	
	Dentex ('dentes')	
	Grouers ('meroux')	
	Dogfish ('chiens de mer')	
03.03	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans, in shell, simply boiled in water:	
	A. Crustaceans:	
	ex. I. Lobsters and spiny lobsters (sea crayfish)	
	Spiny lobsters (sea crayfish)	Total suspension until December 31, 1963.
	ex. II. Crabs, shrimps, prawns and freshwater crayfish:	
	*Prawns ('crevettes, roses et royales')	Total suspension until December 31, 1963.

* Further clarification is being sought for the translation into English from the French (shown in brackets). Any corrections necessary will be published as soon as possible in this Journal.

FRANCE

Duty quota for grapes

THE FRENCH *Journal Officiel* of December 1 also announced that the quota for the import of dried grapes (Tariff No. 08.04 B I) at the reduced rate of 3·2 per cent under the conditions set out in footnote (1) of the above notice, has been fixed at 74 metric tons net weight for the period ending December 31, 1963.

Meadows

AIR FREIGHT & GROUPAGE
AIR IMPORTS — AIR TRAVEL

Phone for immediate collections by radio connected vehicles for all destinations—by all Airlines—from warehouse or rail terminus.

MONARCH 8030 or COLNBROOK 2871

FORWARDING AND AIRPORT SERVICE · INFORMATION · PACKING · INSURANCE

THOMAS MEADOWS & CO. LTD., 20/28 MILK STREET, LONDON, E.C.2

Air Receiving Depot and Offices at COLNDALE ROAD · COLNBROOK · SLOUGH · BUCKS

and at MANCHESTER, BIRMINGHAM, SOUTHEND and RENFREW AIRPORTS

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of December 1 announced the following reductions of Customs duty on imports:

Tariff No.	Description	Reduced Rates of Duty
08.04	Grapes, fresh or dried:	
	B. Dried:	
	I. Put up in packages of a weight not exceeding 15 kg.	6·4% (1)
	II. Other	5·7%
12·01	Oil seeds and oleaginous fruits, whole or broken:	
	B. Copra	3%
	C. Palm nuts and kernels	3%
16·04	Prepared or preserved fish, including caviar and caviar substitutes:	
	A. Caviar and caviar substitutes	28·2%
58·01	Carpets, carpeting and rugs, knotted, made up or not:	
	A. Of wool or of fine animal hair:	
	I. Having per metre of warp 250 rows or less	47·3% The duty to be not more than 32·83 Francs per sq. metre.
	II. Having per metre of warp frame 251 to 350 rows	32% The duty to be not more than 22·21 Francs. per sq. metre.
	III. Having per metre of warp from 351 to 450 rows exclusive	32% The duty to be not more than 22·21 Francs per sq. metre.
	IV. Having per metre of warp 450 rows and more	32% The duty to be not more than 22·21 Francs per sq. metre.

(1) The duty is further reduced to 3·2 per cent. for grapes imported under a quota, the amount of which is fixed by the European Economic Community and the conditions of import for which are fixed by an order of the Minister of Finance and Economic Affairs.

Global quota for tar

THE FRENCH *Journal Officiel* of November 30 announced the opening for the second half-year of 1963 of a quota for tar and coal tar (Tariff No. ex 27.08) under the conditions laid down in the notice published on page 221 of the *Board of Trade Journal* dated July 26, 1963.

The French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D3/10181 of November 27, 1963 (*Nederlandse Staatscourant* No. 231 of November 27) contains an addition (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.) **The Order came into force on December 1, 1963.**

Addition

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Import Duty (Per cent)	
		OLD (Prior to Dec. 1, 1963)	NEW (From Dec. 1, 1963)	OLD (Prior to Dec. 1, 1963)	NEW (From Dec. 1, 1963)
08.04 B I	Grapes, dried, in packages of a net weight of not more than 15 kg.	—	168*	9·6	6

* Quota for the period from December 1, 1963, to December 31, 1963.

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of August 9, 1963, page 322.

SPAIN

Restrictive Practices Act

THE SPANISH authorities have passed a Restrictive Practices Act which will come into force on January 1, 1964.

In addition to a Restrictive Practices Court, there is to be a Council for the Defence of Competition which will have the power to initiate action and to study fields in which monopolies may exist. The Spanish Minister of Commerce has said that the law was designed to deal not with monopolies but the abuse of monopolies and would only penalise practices restricting competition in such a way as to harm the consumer or the economy.

There is no explicit reference to foreign firms in the Act.

A copy of the Restrictive Practices Act, in Spanish, may be inspected at Export Services Branch, Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4.

TURKEY

Global import quotas and liberalization lists

FURTHER TO THE NOTICE published in the *Board of Trade Journal* on August 9 (pages 315–317) the Turkish authorities have now published the following amendment:

Liberalization list

Page No.	Tariff Statis. No.	Description	Remarks
316	69.02.10	Refractory bricks containing more than 70% of alumina, refractory bricks of magnesite and chrome-magnesite	Replace (1)* by (2)*
	40	Chromite	
	90	Other (except refractory bricks containing less than 50% of alumina)	

This amendment means that whereas previously these items could only be imported into Turkey from the United States and paid out of AID funds, they may now be imported into Turkey from the United Kingdom and other zones outside the United States and paid from Turkish resources.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2715).

ISRAEL

Liberalization of imports

A REVISED LIST of items for which import licences are being issued by the Israeli authorities was published in the *Board of Trade Journal* on April 5, and lists of additional items were published on June 28, September 6 and November 8. The British Embassy in Tel Aviv has reported that the following further item may now be imported under licence:

Customs Tariff Item	Brief Description
48.07	Waxed paper.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

NORTHERN RHODESIA

Customs clearance of goods imported and exported after dissolution

GENERAL NOTICE NO. 2224, published in the Northern Rhodesia *Government Gazette* of November 9, contains the following general information:

On the day following dissolution, the Northern Rhodesia Government will assume control over its Customs and Excise functions, and will publish a separate Customs Tariff.

Full customs clearance will be required for all goods imported into or exported from Northern Rhodesia, including goods imported from or exported to Southern Rhodesia and Nyasaland.

Exports, including those by parcel post, will need documentation similar

to present Federal requirements.

Imports

All importations will need the usual Customs form of invoice and combined certificate of value and origin. The present Federal form of invoice will be accepted for the time being. Imports by rail will be subject to existing procedure, but clearance of goods by road will be controlled at border posts. Three posts at Nyala (Fort Hill), Lundazi and Mwami (Fort Jameson) will control imports from Nyasaland, and three at Victoria Falls (Livingstone), Kariba and Chirundu will control those from Southern Rhodesia. Imports from the latter country may be made on either a 'duty-paid' or 'in-bond' basis.

Tourist vehicles imported temporarily will have to be covered by triptyques, carnets, Customs Import Permits or deposits, and commercial vehicles registered outside Northern Rhodesia, used for importing goods into the territory will require cash deposits or suitable guarantees as security pending their re-export.

Goods imported by air will be subject to existing procedure, and all imports, whether by road, rail or air will be subject to detention pending production of invoice and other supporting documents. Imports by parcel post should be accompanied by invoice, so that any Customs duty due may be correctly assessed.

Clearance of goods at Beira or Lourenco Marques on a 'duty-paid' or 'duty-forward' basis will no longer be available to Northern Rhodesia importers, as from the day following dissolution, and imports through these ports will be held by the railways pending Customs clearance. Any imports cleared through these ports before this date, but arriving in Northern Rhodesia at a later date, will also be held by the railways pending any adjustment of duty caused by changed Customs Tariff rates. From about December 1, 1963 clearance at these ports on an 'in-bond' basis is therefore recommended.

Refunds, rebates and drawbacks of duty

Goods imported into Northern Rhodesia from Southern Rhodesia and Nyasaland after the day following dissolution will be subject to duty at the Northern Rhodesia tariff rates, whether or not duty at Federal tariff rates has already been paid thereon.

A drawback of duty, including Federal duty, will continue to be allowed on duty-paid trade goods, exported from Northern Rhodesia in the same condition as imported, during a period of two years from the date of importation.

Refunds of Federal duty, paid in excess or in error prior to the day following dissolution, will be accepted by the Northern Rhodesia Government during the usual six-month period after payment of duty.

Provision will also be made for rebate of Customs duty on bona fide samples, imported by commercial travellers visiting Northern Rhodesia, similar to the procedure at present followed in the Federation.

The baggage of passengers arriving by rail will be cleared by officers boarding trains at Victoria Falls or Livingstone. Passengers arriving by air or road will undergo Customs formalities at the airport of arrival or appropriate border post.

SIERRA LEONE

Amendments to Customs Tariff

THE SIERRA LEONE Customs Tariff (Amendment) (No. 5) Order, 1963, published in a Supplement to the Sierra Leone *Gazette*, dated November 15, 1963, amends the First Schedule with effect from November 6, 1963, as follows:

First Schedule Import Duties

Item No.	Goods	Unit	Preferential Tariff	General Tariff
			£ s. d.	£ s. d.
12A	Concentrates and essences which in the opinion of the Comptroller of Customs are imported for the purpose of manufacturing non-alcoholic beverages:			
	(a) Alcoholic concentrates and essences	lb.	3 0 0	3 0 0
	(b) Non-alcoholic concentrates and essences . . .	lb.	1 12 0	1 12 0

Provided that any person may by notice in writing to the Comptroller of Customs and with his consent exercise an irrevocable option to pay duty under items 13A and 37(a) in respect of crown corks used in the bottling of non-alcoholic beverages and of concentrates used in the manufacture of such beverages, and thereupon such person shall not be required to pay duty under this item.

Item No.	Goods	Unit	Preferential Tariff	General Tariff
			£ s. d.	£ s. d.
13A	Crown Corks which in the opinion of the Comptroller of Customs are imported for the purpose of bottling non-alcoholic beverages .	Each cork	0 0 1	0 0 1

Provided that any person may by notice in writing to the Comptroller of Customs and with his consent exercise an irrevocable option to pay duty under item 12A and thereupon shall not be required to pay duty under this item on crown corks used for the bottling of non-alcoholic beverages made from concentrates and essences charged with duty under that item.

Item No.	Goods	Unit	Preferential Tariff	General Tariff
			£ s. d.	£ s. d.
37	(a) Whisky, brandy, gin, rum and other potable spirits but not including medicinal preparations	Imp. gal.	7 3 0	7 5 6

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 356 published as Government Notice No. 777 in the Republic of South Africa *Government Gazette* of November 29, states that the Board of Trade and Industries has received the following application affecting the Republic's Customs Tariff:

For the withdrawal of rebate facilities on:

(a) Hooks used in the manufacture of trousers as provided for under item 491 (1) (a) (iv);
(b) metal fittings used in the manufacture of brassieres as provided for under item 491 (4) (a);
(c) suspender ends used in the manufacture of all types of foundation garments as provided for under item 491 (4) (c);
(d) brass eyelets used in the canvas goods manufacturing industry as provided for under item 501; and
(e) eyelets used in the leatherwork industry as provided for under item 541.

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected consider that they have evidence on the matter not likely to be available to the South African Authorities they should communicate with the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 14700/63.

Customs tariff changes

GOVERNMENT Notice No. R.1848 published in the Republic of South Africa *Government Gazette* of November 29, sets out the following changes to the Customs Tariff, with effect from that date. Britain pays the minimum rate of duty.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
134	(1) Pipes, piping, tubes and fittings of metal: gas, steam, drainage, sewerage, irrigation, water supply and water pumping: excluding grids, manhole covers and fittings and surface boxes: (g) Cocks, taps and valves: By the substitution for sub-paragraph (iii) of paragraph (1) (g), of the following sub-paragraph, the existing sub-paragraph (iii), becoming sub-paragraph (iv): (iii) Flush valves, for water closet pans	10%	15%	—

Hints to businessmen visiting Algeria and Finland

REVISED EDITIONS of the booklets on Algeria and Finland have been published in the series 'Hints to Business Men'.

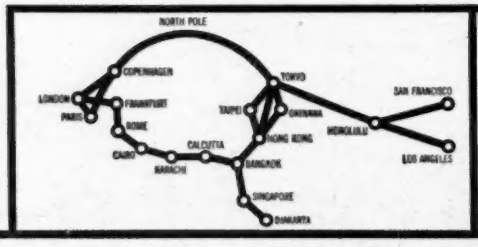
British business men who intend visiting those countries on export business can obtain copies of the booklets on application to Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1, (Tel. Trafalgar 8855, Ext. 2928) or to any Regional Office of the Board of Trade, or *on personal application* to Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

PHONE HYDE PARK 3831 FOR DETAILS ABOUT *JAL* FLIGHTS TO TOKYO · CAIRO · KARACHI CALCUTTA · BANGKOK

Four JAL flights weekly to Tokyo—twice weekly flights from London to all other destinations.

JAL **JET COURIER** CARGO SERVICE

Send for your free copy of Business Man's Guide to Japan



JAPAN AIR LINES

8 Hanover Street, London W.1.

OFFICIAL AIRLINE FOR TOKYO 1964 THE XVIII OLYMPIAD

H.AL.0001

CEYLON

Import trade control

THE BRITISH Trade Commissioner in Colombo has reported by cable that with effect from December 4, 1963, individual import licences are required for the importation of the following commodities from any source:

Pitch, resin, petroleum asphalt, coke of petroleum and other by-products of coal.
Lignite, petroleum and oil shale (including mixtures with asphalt), n.e.s.
Coal, coke and patent fuel.
Lubricating oils and greases, including mixtures with animal and vegetable lubricants.
Mineral jelly and mineral waxes.
Manufactured gas.
Fertilizers, crude and manufactured.

The cable also states, however, that goods shipped on or before December 4 will be cleared without a separate licence.

CAMBODIA

Impending nationalization of import export business and banks

THE CAMBODIAN Head of State announced on November 10 that it was intended to nationalize the import/export industries of Cambodia, with effect from January 1, 1964 (already reported on page 1185 of the *Board of Trade Journal* of November 22). This will involve the cancellation of all existing licences, and the right to operate this business will be a Government monopoly exercised by the existing selling and purchasing organizations, suitably extended. This will reduce existing import/export merchants to the status of dealers, buying or selling through Government organizations. Care should be taken to ensure that any consignment ordered by a private concern arrives before the end of the year in order to minimize any difficulties that may arise from this nationalization.

At the same time the Cambodian Head of State announced that it was also intended to nationalize the banking industry in Cambodia with effect from July 1, 1964. All foreign banks have been asked to liquidate their affairs and leave by July 1, 1964.

Trade Marks Bill

A BILL to amend and consolidate the law relating to trade marks in Ceylon was introduced in the House of Representatives on November 8. A copy of the Bill may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

BURMA

Import licence announcement

IT WAS ANNOUNCED in the *Board of Trade Journal* for November 8 that the Government of the Union of Burma had announced that all importing of goods under Open General Licence had been stopped as from October 28 except by the People's Stores Corporation. It is now understood that in addition Burmese Government Departments and other Government Corporations are also permitted to import under O.G.L. provided that the goods in question are for sole use in the Government Departments concerned. Medicines will continue to be handled by the People's Drug House and school books and stationery by Ava House Ltd. A recently formed Myanma Export-Import Corporation will also have some undisclosed importing role.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

BARCLAYS BANK D.C.O.

Year of Expansion

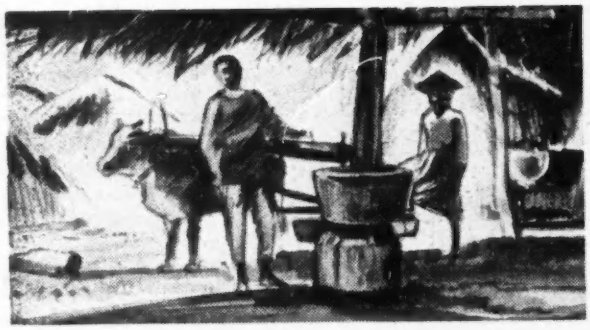
THE 38TH ORDINARY GENERAL MEETING of Barclays Bank D.C.O. will be held on January 1 in London.

The following are extracts from the circulated statement of the Chairman, Mr. Julian Stanley Crossley, for the year to September 30, 1963:—

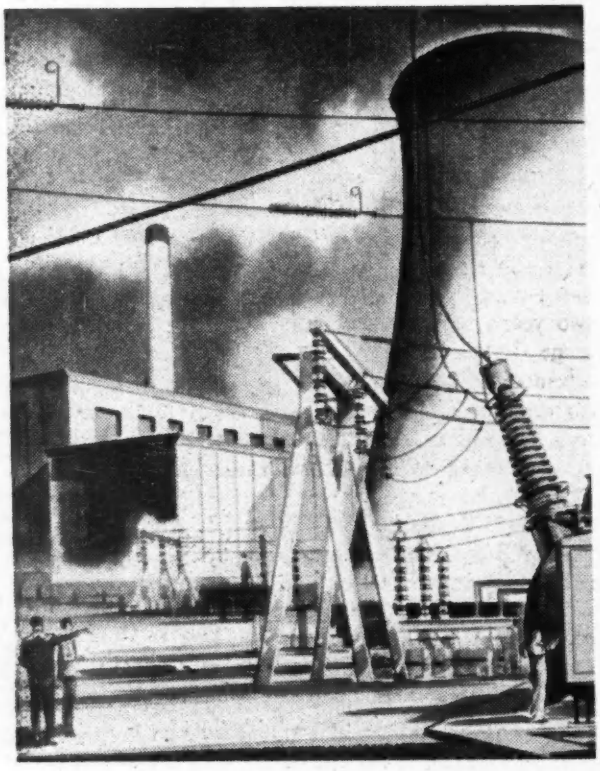
Nineteen sixty-three has been a year of expansion in the business of our bank. In the balance sheet the figure for current, deposit and other accounts at £825 million shows an increase on the year of £97 million. Taken together with an increase of over £90 million in the previous year this means that, within the space of two years, balances with the bank have increased by some 30 per cent. As against this, our loans and advances have increased during the year at a slightly higher rate and now amount to about 48 per cent of total deposits as against 45 per cent a year ago. The current year's earnings have shown a rather better increase than in the previous year. In 1962, however, the figures were adversely affected by the high rates paid on deposits originating during the period when the Bank rate here stood at a high figure and by the lower ratio of funds lent. The process of running off these costly deposits and the increase in lendings has given some relief to the current year's figures so that in spite of higher staff and maintenance costs the overall earnings show some further improvement.

The expansion in the figures has not been due to any important increase in the number of branches in operation or to the tapping of new areas. We have in fact opened only 40 new offices during the year. There are now 12 more full branches in operation than at this date last year, eight more sub-branches and 20 more agencies. This growth thas been due to increased figures at existing branches and is spread widely over the different territories.

In spite of the fact that some of the new countries are beginning to generate their own savings on a moderate scale, they must presumably rely on capital from overseas in some form or other for a long time to come. British capital is even now finding its way into these new areas on a considerable scale.



DEVELOPMENTS IN THE EAST



With the improving living standards in the East comes the prospect of trade expansion and of increasing opportunities for profitable marketing. The world-wide facilities of three great banking organizations, merged into a single comprehensive service, are at your disposal with up-to-date information and expert advice on all aspects of finance and trade in these areas.

THE HONGKONG AND SHANGHAI BANKING CORPORATION
HEAD OFFICE: Hong Kong
LONDON OFFICE: 9 Gracechurch Street, EC3

MERCANTILE BANK LIMITED
HEAD OFFICE: 15 Gracechurch Street, London EC3
WEST END BRANCH: 123 Pall Mall, London SW1

THE BRITISH BANK OF THE MIDDLE EAST
HEAD OFFICE: 7 King William Street, London EC4

MALAYSIA (SINGAPORE)

Development estimates

THE BOARD OF TRADE have received copies of the Development Estimates for the State of Singapore for 1964 and the Second Supplementary Developments Estimates of Expenditure for 1963.

Copies of these papers may be seen at Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference CRE 14872/63.

Industrial development

THE BOARD OF TRADE have received a copy of a paper written by the Singapore Economic Development Board, giving details of industries which the Board consider feasible for establishment or further expansion in Singapore, together with some brief notes on the progress to date of these industries.

A copy of this paper and notes may be seen at Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference CRE 1214/G/2.

Customs tariff amended

THE BOARD OF TRADE have received a copy of the Customs (Duties) (Amendment) Order, 1963, which came into operation on November 28, 1963. This Order amends the list of countries, shown in Section 3(1) of the Singapore Customs (Duties) Order, 1962, to which the preferential rate of duty is applicable by deleting '(k) Federation of Malava' and substituting '(k) Malaysia outside Singapore'. The following items in the Third Schedule to the above mentioned Order are amended to read:

	Unit	Rates of Duty		
		Full Rate	Preferential Rate	Excise Rate
(a) Motor spirit, refined, other than aviation spirit obtained from natural gas and whether or not containing traces of anti-knock products and anti-oxidants		8 cts.	8 cts.	8 cts.
(b) Aviation spirit, 100 octane and above	Per gal.	1·30		1·30
(c) Aviation spirit, other than that specified in item (b) of this Schedule	Per gal.	1·30		1·30
(d) Other petroleum spirit having a flashpoint below 73°F	Per gal.	1·30		1·30

SEYCHELLES

Customs tariff amendments

THE SEYCHELLES *Government Supplement* of September 23 contains a copy of the Customs Tariff (Amendment) (No. 3) Regulations 1963 which amends the Customs Tariff as follows:

Schedule 'A' (Import Duties)

	Description of Goods	Duty how chargeable	Rates of Duty	
			General	Preferential
34	Fireworks:			
	(a) Commonly known as 'bangers' (petards)	*Ad val.*	76%	60%
	(b) Other than 'bangers'	*Ad val.*	51%	35%

Schedule 'C' (Export Duties)

Description of Goods	Duty – how chargeable
New item:	
Hawksill turtle shells:	
(a) Main plates (Ecailles)	Three rupees per half-kilogramme or part thereof.
(b) Hoofs (onglons) and belly (plastron)	One rupee per half-kilogramme or part thereof.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, **Board of Trade Journal,** ***Room*** **2410,** ***Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar*** **8855,** ***Ext.*** **2192).** ***Telegrams and cables should be addressed 'Boneblack, London.'***

AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced changes in the by-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
AGENTS conditioning, or additives, as used with drilling mud in oil drilling	449 (A) (1)	Free
PAPER AND PAPERBOARD:		
Otherwise classifiable under Tariff Item 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5), viz.:		
Sensitized cheque, in which the sensitizing agents were added to the 'furnish'	335 (A) (1) (e)	Free
Otherwise classifiable under Tariff Item 335 (G), but not under paragraph (2) or (3) of that item, as follows:		
Irrespective of weight:		
Cloth lined	335 (G) (1) (C)	Free
Sensitized cheque, in which the sensitizing agents were added to the 'furnish'		
PARTS AND MATERIALS for use in the manufacture or repair of aircraft under security, other than:		
Aluminium and aluminium alloy sheet, heat treated, exceeding 0·048 inch in thickness.		
Batteries, storage.		
Brushes, carbon.		
Clips, hose.		
Generators of the type suitable for operating radio and television transmitting and receiving equipment.		
Navigation instruments and parts therefor.		
Propellers, wood.		
Rivets, solid, aluminium and aluminium alloy.		
Tyres and tubes	358 (B)	Free
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES, as follows:		
Dental chisel elevators, electrically operated, designed for the mechanical operation of dental chisels and similar tools, otherwise classifiable under Tariff Item 419 (H)	419 (C) (2)	Free
Electro-surgical units for coagulation otherwise classifiable under Tariff Item 419 (F), viz.:		
Diathermy punches consisting of:		
Sheath with lamp carrier telescope, inlet and outlet taps		
Detachable filiform guide		
Pilot		
Circular knife (Trephine)		
Mandrel for knife		
Connecting plug for lamp current		
Connecting plug for diathermy current		
Hypodermic syringes otherwise classifiable under Tariff Item 419 (I) (1)		
Xray apparatus otherwise classifiable under Tariff Item 419 (E) (3), viz.:		
Xray Bucky diaphragms		
Xray grids		
Goods otherwise classifiable under Tariff Item 419 (D) (1), but not including the following goods and parts therefor unless otherwise specifically indicated:		
Canulae		
Defibrillators		
Defibrillators and pacemakers, combined		
Diathermy apparatus, but not excepting:		
Heat resisting glass electrodes for use with short wave electro-therapy apparatus		
Electro-cardiographs single channel		
Electro-encephalographs		
Examining tables in respect of which the Minister is satisfied suitably equivalent goods of Australia manufacture are reasonably available		
Dental engines, foot powered		
Goods to which Item 419 (C) (3) applies		
Infusion sets, disposable		
Needles, blood transfusion		
Orthodontic instruments and appliances, viz.:		
Band stripe with or without attachments		
Brackets		
Buccol tubes		
Lock pins		
Pliers		
Pacemakers, but not excepting Implantable cardiac pacemakers.		
VEHICLE PARTS:		
The By-law relating to vehicle parts under Tariff Item 359 (D) (3) published in the *Board of Trade Journal* on May 24, 1963, (pages 1208-1209), is now amended:		
By adding to the Table of goods excluded the following:		
Motors, electric, gear ratio change, for driving axle assemblies		

Decisions on tariff classifications

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classifications and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
CASINGS:		
Sausage:		
Hog, natural	90 (A)	Free
Other	90 (B)	Free
Sausage casings of vinyl or vinylidene polymers and copolymers are classifiable under Item 90 (b). Evidence may be required in respect of unprinted vinyl or vinylidene material that such goods are in fact sausage casings and/or will be so used.		
DYES:		
Hematine crystals, being crystalline logwood extract	231 (A) (2) (c)	Free
ELECTRICAL APPLIANCES AND MATERIALS:		
Batteries:		
Storage:		
Storage, for use in the manufacture or repair of aircraft	180 (G)	Various
LAMPS AND LAMPWARE:		
Lamps, road, kerosine	206 (A)	5% *ad val.* Primage duty 5% *ad val.*

Import licensing controls: aluminium and aluminium alloy waste and scrap

A NOTICE WAS published in the *Board of Trade Journal* on November 29 (pages 1233/4), to the effect that Australian import licensing restrictions had been imposed on aluminium and aluminium alloy waste and scrap, following a report by the Special Advisory Authority.

The Australian Department of Trade has now announced the full details of the procedure relating to these import controls, operative from November 21, which are as follows:

Category Item	Description	Licensing Treatment
ex 139 A 3	Aluminium and aluminium alloy dross	ADM.
ex 139 A 3	Aluminium and aluminium alloy waste and scrap – Balance	ADM.

Administrative quotas on a quantity basis for the importation of aluminium and aluminium alloy waste and scrap (other than dross) will be established in favour of those who imported such scrap in the years 1960/61, 1961/62 and 1962/63.

Administrative quotas for the November 1963 February 1964 licensing period will be one-ninth of the total quantity of scrap (excluding dross) imported in the years 1960/61, 1961/62 and 1962/63.

Applications from importers wishing to take out licences for aluminium and aluminium alloy waste and scrap (other than dross) should be accompanied by returns setting out details of imports of such waste and scrap between July 1, 1960 and June 30, 1963 under the following headings:

Warrant No. Date Quantity (cwts) Description.

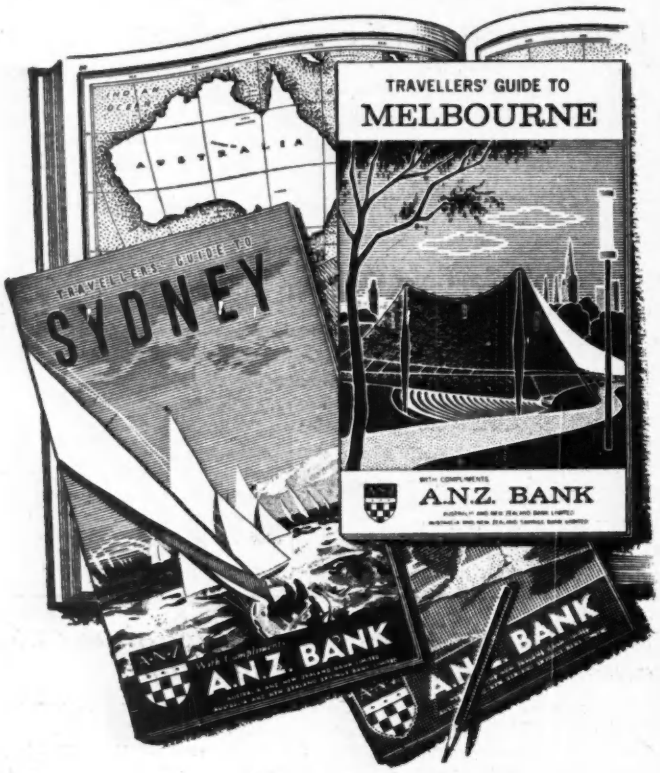
These returns should be supported by a Statutory Declaration (in the Commonwealth form, not the State form) certifying to the correctness of the particulars contained in the returns.

Imports of aluminium and aluminium alloy dross will not be subject to quota restrictions and licences will be issued freely, subject to the Australian Department of Trade being satisfied that the quantities imported do not nullify the effects of the restrictions on other waste and scrap.

Licences will not be required for goods in transit to Australia at October 24, 1963.

As a result of these changes the following amendment should be made to the Schedule of Categories last published in the *Board of Trade Journal* on August 9 (page 319):

Insert: Category Item	Description	Licensing Treatment
ex 139 A 3	Aluminium and aluminium alloy dross	ADM.
ex 139 A 3	Aluminium and aluminium alloy waste and scrap – Balance	ADM.



Going to Australia
or New Zealand?

SYDNEY
MELBOURNE
ADELAIDE
BRISBANE
PERTH
CANBERRA
TASMANIA
WELLINGTON
AUCKLAND
CHRISTCHURCH
DUNEDIN

Your trip will be all the more enjoyable if you take these free travel guides with you. Prepared by the Australia and New Zealand Bank, they give just the kind of information a visitor is glad to have. Together, they cover all the principal cities of both countries, and each includes a clearly-marked map of the particular city and suburbs concerned. You are very welcome to any of the guides you need. We'll be pleased to give you other helpful information, too, about emigration, industry, trade and finance. Write or telephone today.

AUSTRALIA AND NEW ZEALAND
BANK LIMITED

HEAD OFFICE: 71 CORNHILL, LONDON, E.C.3 · AVENUE 1281

OVER 975 BRANCHES AND AGENCIES

Tariff board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **cellulose acetate, cellulose acetate butyrate and moulding compounds thereof.** (Tariff Item 369(E) (1)).

This reference is of Departmental origin and is supplementary to the reference on acetaldehyde, acetic acid, acetic anhydride, vinyl acetate monomer and cellulose acetate flake, published in the *Board of Trade Journal* of November 8, 1963 (pages 1047 and 1049).

Details of the Tariff Item 369 (E) (1) are given below:

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
369	GOODS NOT INCLUDED UNDER ANY OTHER HEADING IN THE TARIFF, viz.:			
	(E) (1) Cellulose acetate or cellulose acetate butyrate, not processed, or processed to a lesser extent than the state of blocks, films, rods, sheeting sheets, strips, tubes or other preformed shapes, and moulding compounds of the cellulose acetate or cellulose acetate butyrate type, viz.:			
	(a) As prescribed by Departmental By-laws	Free	Free	Free
	(b) Other	7½%	12½%	17½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **December 27.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. C.R.E. 14699/63

NEW ZEALAND

Import Licensing Schedule 1963/64

A SUMMARY of the 1963/4 New Zealand Import Licensing Schedule was given in the *Board of Trade Journal*, April 5, 1963, page 803. The New Zealand Customs Department have now announced further amendments to this Schedule. These amendments, together with the original Schedule, are now available for inspection at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

The main changes are as follows:

(1) Marine Outboard Engines Item Code 71.05

Consideration will be given to applications from *bona fide* commercial boatbuilders for licences to import outboard motors for sale with craft of their own construction.

(2) Tobacco Manufacturers, viz., Cigars – Ex Item Code 12.03

Additional token licences may be granted on application for cigars to the extent of 50 per cent of the value of 1963/4 licences for cigars (1963/4 licences are equal to 100 per cent 1962/3 licences). Licences so issued are to be noted 'available only for the importation of cigars having a minimum gross weight, including bands and cellophane wrapping of 1lb. 8oz. per 100 cigars'.

(3) Printer's Boards – Item Code 64.13

The allocation for item code 64.13, machine-made paper and paperboard, etc., is amended from 100 per cent 1962/3 licences to 115 per cent 1962/3 licences.

(4) Motor Cyclists' Protective Goggles – Ex Item Code 86.09.

Additional licences may be issued for the importation of motor cyclists' protective goggles to the applicants whose basic licence under item code 86.09 are fully committed, to the extent of 25 per cent of imports of such goggles under 1962/3 licences.

(5) Union Textiles Composed of Wool and Man-Made Fibres

Licences issued under item code 65.14 – textile fabrics, woven, etc. (allocation A – allows issue of additional licences against actual need as demonstrated by sales or usage in manufacture by the licence holder) may be used for the importation of union textiles composed of wool and man-made fibres, the current domestic value of which does not exceed 9s. per square yard, etc.

(6) Hat Hoods and Hat Shapes, Felt – Item Code 84.14

Felt hat hoods and hat shapes which are of types approved for entry under reference 10.8 of Part II of the Tariff may be imported under licences for item code 65.45 (allocation – 100 per cent 1962/3 licences) even though they are classed under Tariff item 841.510.

(7) Sunflower Seed – Ex Item Code 22.02

Sunflower seed, which is imported in bulk as birdseed, may be admitted under licences held for item code 04.03 canary seed, etc.

(allocation A – allows issue of additional licences against actual need as demonstrated by sales or usage in manufacture). It is at present admitted under item code 22.02 (allocation 100 per cent 1962/3 licences).

(8) Steel Building Sections – Item Code 67.02

Licences issued to normal and regular importers under item code 67.02 iron or steel bars, etc. (allocation A – allows issue of additional licences against actual need as demonstrated by sales or usage in manufacture by the licence holder) may be endorsed as follows: 'Available for the importation of spare or rectangular hollow structural sections with the exception of square sections 1in. and under in size and of 14 gauge or less.'

(9) 'Kip Linings' – Item Code 61.16

'Kip Linings' may be imported under licences issued for item code 61.16 leather dressed, etc. (allocation C – applications for licences subject to individual consideration) without any restriction on price (see *Board of Trade Journal*, June 21, 1963, p. 1430).

(10) Embroideries

Ex 654.060.0 – embroideries, other than in the form of motifs, being obtained by working with embroidery threads on a pre-existing ground of textile fabrics in the piece or in strips of any width whether or not the ground is retained after embroidery is added to item code 65.14 (allocation A – allows issue of additional licences against actual need as demonstrated by sales or usage in manufacture). It was previously in item code 65.29 (allocation 100 per cent 1962 licences).

(11) Other Knives, etc., Spoons, Forks, etc., Item Code 69.25

An additional allocation of 10 per cent 1962/3 licences is provided for item code 69.25. Licences issued under this provision will be endorsed 'Not available for plated articles coming within this item code.'

Extension of token import licensing

The token import licence scheme reintroduced in October 1962 for certain items (see *Board of Trade Journal*, November 9, 1962, page 976) has now been extended to cover the following items for which token import licences were available under the 1961 Import Licensing Schedule (see *Board of Trade Journal*, October 7, 1960, pages 833-838, and October 14, 1960, pages 911-923).

The additional items for which token import licences will now be issued are as follows:

1961 Schedule Item Code	Goods
18- 1	Coffee, roasted.
19- 1	Coffee, essence of.
27- 1	Biscuits (excluding diabetic, etc.).
50- 1	Milk or cream, preserved.
61- 1	Soups, tomato.
61- 7	Canned beans.
61- 8	Provisions, n.e.i.
120- 2	r.t.m. Marmite, vegemite, etc.
136-32	Apparel, n.e.i.
159- 2	Mats and matting of coir, etc. (excluding coir mats).
165- 3	Hats, caps, etc., viz., other kinds, etc.
184- 1	Blankets of wool.
184- 2	Blankets, other kinds.
184- 5	Handkerchiefs, other than lace-trimmed, etc.
269- 1	Building board.
304- 5	Ball point pens.
322- 1	Cartridges, shot 10-24 bore.
322- 2	Cartridges, shot, n.e.i.
353- 7	Electric cooking and heating appliances.
353-17	Dish and glass washing machines.
356- 8	Ash trays, etc.
407- 2	Doors, wooden.
407- 3	Mantelpieces, sashes, wooden.
427- 1	Crown seals.
448- 8	Detergents powder in bulk.

Token allocations for these goods are on the same basis as 1961 and for the same goods that were covered by the 1961 token item. Any licences already issued for these goods will be deducted from the token allocations now made available.

ARGENTINA

'Aforos' for imports

ARGENTINE Government Resolutions Nos. 145 of October 8, and 160–166 of October 23, 1963, establish the following index prices ('aforos' – average valuations) on which surcharges and duties will be assessed.

Tariff No.	Item	Value C. & F. U.S. Dollars	Appraisement Unit
	Resolution No. 145		
4280	Testosterone propionate	0·600	Gramme
4280	17b-Hydroxy-17α-methylandrost-4-en-3-one	0·600	Gramme
4280	Ethisterone	0·900	Gramme
	Resolution No. 160		
Without No.	Pentachlorophenol	516·00	1,000 kilos net
	Resolution No. 161		
4283	Methanol in bulk	110·00	1,000 kilos net
	Resolution No. 162		
1662	Iron or steel galvanized sheets, hot or cold rolled, zinc coated	266·00	Gross ton
4309	Ammonium chloride	99·00	Net ton
2184	Zinc ingots or bars	218·40	Net ton
	Resolution No. 163		
Without No.	Polyphosphate mixture	500·00	1,000 kilos net
	Resolution No. 164		
Without No.	1 : 6-Hexolactam polymers (Nylon 6) in chips, in grain or in thin sheets, relative viscosity up to 40	1·60	Net kilo
Without No.	1 : 6-Diaminohexane adipate polymers (Nylon 66) in chips, in grain or in thin sheets, relative viscosity up to 40	1·60	Net kilo
Without No.	Polypropylenes	0·80	Net kilo
	Resolution No. 165		
Without No.	Chlorinated paraffin wax up to 45%	410·00	1,000 kilos net
Without No.	Chlorinated paraffin wax more than 45%	489·00	1,000 kilos net
	Resolution No. 166		
4271	Sodium tetrapolyphosphate	500·00	1,000 kilos net

Temporary import surcharge and new Customs tariff

THE *Board of Trade Journal* of November 9, 1962 (page 977) reported that a temporary additional 5 per cent surcharge had been placed on certain imports into Argentina as from November 1, 1962, for a period of one year. Argentine Government Decree No. 340, of October 30, 1963, extends the application of this tax to

ROBERT HOUGH
PROPRIETORS LIMEHOUSE PAPERBOARD MILLS LTD.
WASTE PAPERS • ALL TEXTILE WASTES • RAGS
ROPES • JUTE • FLAX • HEMP • SISAL • MANILA
ALL TYPES OF COTTON WASTE
VICTORIA HOUSE, NARROW STREET, LONDON, E.14. Phone EAStt 5622/5.
Telex No 21372. Cables PAPERSTOCK, LDN. E.14.
TEMPLE MILL, MARLOW, BUCKS. Phone MARLOW 4488.
Manufacturers & Processors - Importers & Exporters
ROBERT HOUGH RH SINCE 1860

October 31, 1964. This extension will automatically lapse when the new Argentine Customs tariff (reported in the *Board of Trade Journal* of October 18, 1963, page 888) comes into force. H.M. Embassy at Buenos Aires report that it is now unlikely that the new tariff will come into operation before mid-1964.

BOLIVIA

Import Licences (yarns)

H.M. EMBASSY in La Paz report that part of the Bolivian Supreme Decree of August 22 (published in the *Board of Trade Journal* of October 4, 1963, page 773), has been suspended. Previous authorization is no longer required for the following items:

Item No.	Description
51.01	Continuous synthetic or artificial textile yarns, not prepared for retail sale.
56.05	Yarn of man-made fibres (discontinuous or waste), not prepared for retail sale.

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received a copy of an Order which amends the Second Schedule of the Barbados Customs Tariff Act 1921 (Table of Exemptions from Import Duty) by inserting the following:

> All articles imported exclusively for the use and purposes of the Regional Council of Ministers on the certificate to that effect of the Secretary of the said Council.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel City 5757, Ext. 471).

UNITED STATES

Increases in import duties

THE UNITED STATES Government announced on December 4 that tariff concessions had been withdrawn, under Article XXVIII:3 of the GATT, on a range of goods to compensate for the damage to their exports of frozen poultry to the European Economic Community. Duties have been increased on the following range of goods:

Tariff No.		Old Rate	New Rate
Ex 168.20	Brandy in containers not holding more than 1 gallon and valued at more than $9 a gallon	$1·25 per proof gallon	$5 per proof gallon
Ex 168.22	As above, but in containers holding more than 1 gallon	$1·00 per proof gallon	$5 per proof gallon
132.50	Potato starch	1 c. per lb.	2½ c. per lb.
493.30	Dextrine and soluble or chemically treated starches	1¼ c. per lb.	3 c. per lb.
Ex 692.05	Automobile trucks valued at $1,000 or more	8.5%	25%

The value of imports from the United Kingdom affected by the duty increases amounted to $726,000 in 1962; the bulk of this trade was in automobile trucks. The United States has recognized the United Kingdom's right to compensation.

Any inquiries about this notice should be addressed to: Commercial Relations and Export Dept. (U.S. branch), Board of Trade, Horse Guards Avenue, S.W.1. (Tel.: Trafalgar 8855, Ext. 2856).

MULTI-SCRIBE TRANSLATION SERVICE

A BOON TO EXPORT EXECUTIVES

Singularly obliging—double strength

35 languages—all technical. Even "into Swahili, Hindi"—chemical! Translation orders expedited from 7 a.m. when, by special Post Office arrangement, we call for our mail. We work for world-famous clients every day and night, including Bank Holidays. Personal collection, delivery, for "urgents". As "A.M." and "P.M.", we are always at your service. We abide by the suggested rates of the Institute of Linguists.

A. and P. MITCHELL

42a, Temple Gardens, London, N.W.11.

Speedwell 0377.

PARAGUAY

Relaxation of restrictions on imports

THE *Board of Trade Journal* of September 16, 1960, page 667, and January 18, 1963, page 172, gave details of Decrees Nos. 11,861/60 and 26,470/63, which placed restrictions on certain imports into Paraguay. H.M. Embassy report the issue of Decree No. 1084 of October 22, 1963, which relaxes the ban on certain imports covered by the two decrees. Details are as follows:

Article 1 of Decree No. 11,861, of August 1, 1960, is modified so as to exclude from the list of prohibited imports the following products:

Customs Tariff No.	Product
957	Cotton blankets.
1058	Woollen blankets.
1053 (b)	Woollen scarves or shawls.
1060 (a) and (c)	Woollen ponchos.

Article 2, which fixed minimum prices for certain textiles on which import duties were assessed, is revoked.

Decree No. 26,470, of January 4, 1963, is modified so as to exclude from the list of suspended imports the following products:

Customs Tariff No.	Product
32	Edible oils in general, except olive oil.
71	Rice, unhusked.
73	Rice in the grain, polished or glazed.
105	Common confectionery of the types manufactured in the country.
107	Jams in general.
154 (a)	Cigarettes.
928 (a)	Small shirts (chemises) and chemisettes of knitted cotton.
928 (b)	Stockings and socks of cotton, generally.
929, 930, 931, 932	Tissues of cotton of the type produced in the country.
1067 (a)	Knitted fabrics of wool or wool mixtures. Shirts (or chemises), chemisettes, singlets, drawers, stockings and socks of knitted fabrics of pure wool, flock wool, animal hair or of wastes of these materials, pure or mixed.
1102 (b)	Stockings and socks for men, of artificial fabrics generally.
1110	'Alpargatas' in general.
1117, 1118, 1119	Boots, shoes and footwear of canvas and leather generally.
1132, 1133	Slippers, mules or sandals of leather or skin generally.
1134	Slippers, mules or sandals of any material other than leather, also if with leather soles, of any size.

ECUADOR

Import control lifted on some vehicles

ON NOVEMBER 1, 1963 we reported in the *Board of Trade Journal* page 993, that the ban on the importation of motor cars into Ecuador had been lifted. The Embassy now report that the lifting of the prohibition applies only to cars, i.e. vehicles classified under Tariff sub-heading 890(a). The importation of vehicles under sub-heading 890(c) (lorries fitted with extra cabin space for passengers, i.e. with double cabins) remains prohibited. Item 890(a) will now be added to List II.

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.

23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8

Telephone: JUNiper 0701 Grams: Gordon, Juniper 0701

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

PVC Wallets & Containers

Salesmen's Albums, Document Cases, Cheque Book and Travel Cheque Holders, Note Cases, Loose Leaf Binders, Pocket Wallets, Conference Wallets. Swatch Covers, Advertising Gifts, etc.

ACADEMY PLASTICS LTD.,
23-29 ROUNDWOOD ROAD, LONDON, N.W.10
WILLESDEN 2277 (3 lines)

Large Selection of WHEELS available
600 x 16, 600 x 20, B 70 x 20, 400 x 16.

RUBBER AIR HOSE
Large stock 1" x 40' and ¾" x 30'

◆

BRICAN TRADING COMPANY LTD.
12a, The Mall, London, W.5.
Telephones: EALing 3111'2 *Cables:* Brican, London.

Jacksons
OF BOURNE END
Speciality millboards and fibreboards for industrial uses:
BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
TRAVEL GOODS SPECIALITY PACKAGING
PALLETIZATION SHOE COMPONENTS
AND MANY OTHER USES.
JACKSONS' MILLBOARD & FIBRE CO. LTD.,
Bourne End, Bucks.

BODILL, PARKER (1922) LTD.
Lower Tower Street
BIRMINGHAM, 19
Manufacturers of
Brass Spur Teeth Grommets

Brass Eyelets and Rings Ventilator Eyelets

We hold stocks of all sizes
Telephone: ASTon Cross 1711-2

WIDE AND NARROW
BAND SAW BLADES
★
E. W. KENDALL & CO. LTD.,
10, Sewardstone Road, London, E.2.
Tel: ADVance 4276

TUBULAR FURNITURE & EQUIPMENT
Metalliform Ltd. manufacture a wide range of tubular furniture and equipment, all modern in design and sturdy in construction. Illustrated catalogues gladly forwarded on request.
METALLIFORM
LIMITED
HOYLAND COMMON nr. BARNSLEY tel. HOYLAND 2187

AXMINSTER CARPETS AND RUGS
All wool pile Axminster Carpets and Rugs up to 12 feet wide
AGENTS REQUIRED IN ALL COUNTRIES
The Blackpool Carpet Manufacturing Co., Ltd.
Mowbray Drive, Blackpool

Ministry of Labour GAZETTE
Single copies 2s. 6d. (by post 2s. 10d.)
Annual subscription 34s. including postage
Obtainable from:
HER MAJESTY'S STATIONERY OFFICE,
York House, Kingsway, London, W.C.2, 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester, 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

BOLTS & NUTS
SCREWS
RIVETS · BURRS
STUDDING
WASHERS

All Sizes and Types in Any Material
ABIS & CO. (BIRMINGHAM) LTD.
DENNIS ROAD, SPARKBROOK,
BIRMINGHAM 12
Telephone: SOUTH 3781 (6 lines)

HIGH QUALITY METAL STATIONERY SUNDRIES
Binders, Fasteners, Clips, Drawing Pins, Penholders, Interscrews 2 Piece Filing Clips, etc.
WHOLESALE AND EXPORT
TWIGG & BEESON Ltd.
Ludgate Works, Baltimore Road,
BIRMINGHAM 21 228
and at London

For STEEL STRIP
of all kinds.
SLIT EXACT to SIZE
in coils or lengths.
No quantity too small.
L. A. HUTTON & CO. LTD.
POUND ROAD, CHERTSEY,
SURREY
Tel. Chertsey 3451 *(5 lines)*

CANADA LINE BUNGALOWS
Made to precision engineering standards with top quality materials. Excellent insulation qualities, labour saving layout and fully planned and fitted kitchen. Many layouts and from two bedrooms to five bedrooms/two bathroom models. First-class executive housing. Over 1,000 now erected in England. Export enquiries invited. *See the Showhouses at Guildford or write to Peter Hall, Export Manager.*
Cedar Homes Limited
GUILDFORD · SURREY · ENGLAND

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

SECOND-HAND PLANT AND MACHINERY EXPORTERS. Excavators, Tractors, Cranes, Compressors, Quarry Plant, Electric Motors, Contractors and Engineers' plant of all descriptions. Walker & Partners Ltd., 23 Claremont Crescent, Sheffield 10. Phone 62428-9.

ADVERTISER SEEKS EXPORT MARKET for new and reconditioned electric motors, starters, switchgear, alternators, generators and all types of plant and machinery. Please send your enquiries to: Box No. S5784, Board of Trade Journal, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

FISHING TACKLE INDUSTRY AND ALLIED SPORTS. Company having excellent connection with the Wholesale side of the Industry throughout the United Kingdom, are prepared to undertake Sales, Distribution, and Service, of Equipment etc. suitable to this Industry. Inquiries treated in the strictest confidence. Box No. S5434. *Board of Trade Journal* Room D84, Atlantic House, Holborn Viaduct, London, E.C.1.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material. Catalogues, etc. Same Day Service for Commercial Correspondence, 31 Villiers Street, Strand, W.C.2. Tel.: Trafalgar 5213.

TRANSLATIONS, TRANSLATIONS! Technical Translations, Technical Translations. TRANSLAGENCY (All Languages) LTD., 4, Norland Square, W.11. PARk 3333. Telex 261376.

PRINTING & PUBLISHING. Your Open Door to the Dutch printing and publishing industry: GRAPHIC EXPORT CENTRE for information and contacts. Write: 668 Prinsengracht, Amsterdam, C., Holland.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment. Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

ENGINEERS' TRANSLATORS. Carruthers Gibson, 19 Old Queen St., Westminster, S.W.1. Tel. WHI 8234. Speedy Service. Inst. of Linguists rates.

AIR CONDITIONERS, refrigerators, gas cookers etc. Established makers prepared to consider part manufacture and assembly of their products in modern factory now being laid out in a Middle Eastern country, with a market of 5 million people, are invited to write in confidence to client's consulting engineers at Box No. S5793, *Board of Trade Journal*, Room D.84, Atlantic House. Holborn Viaduct, London, E.C.1.

MANUFACTURERS — For highly technical, scientific commercial translations in all languages contact Monarch Translation Bureau, 7 Heath View Close, East End Road, London, N.2. Tel. TUD. 3804. Manchester Agent: M. Wide. Tel. Prestwich 2373.

FRANCE: British engineering products have achieved very substantial sales by using the resources of a French company able to offer complete commercial and managerial services and now willing to accept a limited number of additional representations. Write Box No. M.9787, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

U-NEED-A HOTEL wherever you go. 'Know-how' means you ought to know. — HOTEL BOOKINGS (ABROAD), 16, Devonshire Road, London, W.4. (Tel. Chiswick 9052). Just ask for F. Preston.

PUBLICITY IN EUROPE? Why not consult the specialists, AF International Advertising Services Ltd., 7/9 Baker Street, London, W.1. WEL 3478.

P.F.F. MARTINEZ-FRIAS, the specialist translator of manufacturers' technology into pure Spanish. A confidential department of your own administration at 65 High Street, Lyndhurst, Hants. Phone Lvnd. 558.

FOR SALE: Ex-Government New and Grade L Blankets, also blankets suitable for lining coats. Please apply for our comprehensive list of Government surplus goods. Lango Ltd., Clissold 2464/5.

BALL & ROLLER BEARINGS WANTED. Also surplus goods – especially hand tools – of all descriptions. R. Pordes, 138 New Cavendish Street, London, W.1. MUS 6200.

NISSEN AND ROMNEY TYPE BUILDINGS. Large stocks of new and reconditioned buildings, packed for Export. Enquiries to: Naylors (Bilston) Ltd., Wolverhampton Street, Bilston, Staffs. Tel.: Bilston 41689-42448.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

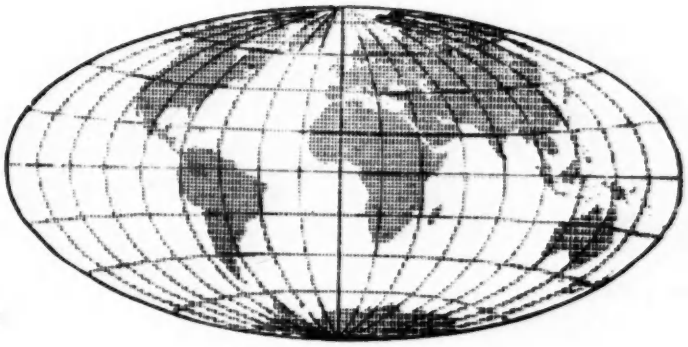
Title	*Last published*
Balance of payments (Q)	4 Oct. 1963
Business names registered (A)	1 Feb. 1963
Capital expenditure:	
By industry – provisional (Q)	This week
– final (Q)	11 Oct. 1963
Expected capital expenditure (6-M)	16 Aug. 1963
Distributive and service trades (A)	14 Dec. 1962
Cars and commercial vehicles (M)	29 Nov. 1963
Catering trades turnover (M)	This week
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	1 Nov. 1963
New companies registered (M)	29 Nov. 1963
Engineering and electrical goods:	
Production, exports and orders (M)	29 Nov. 1963
Deliveries of certain products (Q)	27 Sept. 1963
Film industry:	
British film fund agency returns (M)	22 Nov. 1963
Cinema admissions and takings (M)	25 Oct. 1963
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	8 Nov. 1963
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	25 Oct. 1963
Foreign trade of the U.K.:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	29 Nov. 1963
Gold and dollar reserves (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	29 Nov. 1963
Business (M)	6 Dec. 1963
Industrial building:	
Provisional figures (Q)	18 Oct. 1963
Industrial production:	
Census, first results (A)	14 Dec. 1962
Index nos. (M)	29 Nov. 1963
N. Ireland index (M)	29 Nov. 1963
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	18 Oct. 1963
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from U.K. (Q)	27 Sept. 1963
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	This week
Retail prices index (M)	22 Nov. 1963
Retail trade:	
index nos. (M)	6 Dec. 1963
N. Ireland index (M)	29 Nov. 1963
Shipping movement at U.K. ports (Q)	This week
Stocks:	
Manufacturers and distributors (Q)	This week
Retail (M)	22 Nov. 1963
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Man-made fibres production (M)	6 Dec. 1963
Wholesale houses sales (M)	This week
Wool and cotton output (M)	This week
Tourist traffic (M)	29 Nov. 1963
Wholesale prices:	
Average prices of selected commodities (A)	15 Feb. 1963
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	11 Oct. 1963
Board of Trade Departments	3 Aug. 1963
Board of Trade Regional Organization	6 Dec. 1963
ECGD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	6 Dec. 1963
U.S. Consular Offices in the U.K.	21 July 1961

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, Horse Guards Avenue, London, S.W.1. (*Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London (K109) S.O. Code No. 72-3482.

For the Exporter . . .



We provide every service other than actually selling the goods.

To those entering the Export Market for the first time, we are glad to give advice, without charge, on such matter as: Costs and transit times for despatch to any part of the world by air, sea or land • Documentary requirements of all countries and terms of payment • Export packing and methods of protection • Design and erection of stands at foreign exhibitions • Insurance against marine and other risks • Travel arrangements • Distribution abroad and local information through 30 overseas countries.

LEP TRANSPORT LIMITED, SUNLIGHT WHARF, UPPER THAMES STREET, LONDON, E.C.4. Tel.: CENTRAL 5050

Branches throughout the U.K.

A MEMBER OF THE LEP GROUP OF COMPANIES.

---

weekly

cargo and luxury passenger sailings by

GEEST LINE

to the

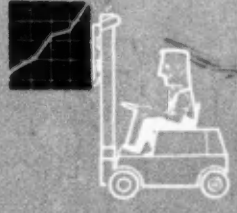
Windwards & Barbados

● ENQUIRIES TO
THE GEEST LINE
GEEST INDUSTRIES LTD
SPALDING LINCS
Telephone: Spalding 2326
Telegrams: Geest, Telex, Spalding
Telex No. 3235

Coventry Climax

FORK LIFT TRUCKS

Tools of Progress



COVENTRY CLIMAX ENGINES LIMITED (DEPT. B.T.J.) COVENTRY